

CHEMIST & DRUGGIST

August 16 1980

a Benn publication

**PSGB
Council
hesitates
over PR
spending**

**Regional
finals, C&D
Assistant
of the Year**

**PSNC moves
to Aylesbury**

**More gifts
for Xmas**



PHILIPS



**You're face to face
with the brand leader.**

The face is familiar. It's the Philishave® electric shaver, the most popular in Britain.

To make sure that the name is as familiar as the face, we spend more on advertising each year than any competitor. Add that to the unique close shave the Philishave rotary action offers and you can see why, once again in 1980, we intend to outface our rivals.



Simply years ahead.



One small reason why **Influvac** will mean big business

Influenza vaccine BP

Actual Size



The new Mini-Cartrix is a first in influenza vaccination. It combines all the well known benefits of Influvac with an increase in convenience and efficiency for the doctor that will mean extra business for you.

Greater convenience, more efficiency

The small size of the new Mini-Cartrix disposable syringe, reduces storage problems and aids your ability to match stocks with demand.

Availability

In addition to the new Mini-Cartrix, Influvac is available in ampoules and vials of 10 dose and 50 dose.

Order early and make sure of your Influvac before the rush begins.

influvac®-effective protection against flu.

Product Information

Composition: An inactivated influenza vaccine composed in accordance with the recommendations of the W.H.O.
Indications: Prevention of influenza, especially in persons suffering from chronic bronchitis and other 'high risk' conditions such as heart, chest or renal disorders, the elderly, key personnel. **Presentation and Basic NHS costs:** Single dose pre-filled syringes £1.70. 10 dose (5ml) vials £15.60. 50 dose (25ml) vials £73.50. Product Licence No: 0512/0051

duphar

DUPHAR LABORATORIES LIMITED WEST END SOUTHAMPTON, TEL 04218 2281



CHEMIST & DRUGGIST

Incorporating Retail Chemist

August 16 1980

Volume 214 No. 5230
121st year of publication
ISSN 0009-3033

Editor:
Ronald Salmon MPS
Contributing Editor:
Adrienne de Mont
BPharm MPS
Editorial assistants:
Gerry Duggin BSc
Liz Platts BA
Information services:
Ivan Cotgrove
Advertisement Manager:
Peter Nicholls JP
Director:
James Lear

Published Saturdays
by Benn Publications Ltd
25 New Street Square, London
EC4A 3JA
Telephone: 01-353 3212
Editorial and advertisement offices
25 New Street Square, London
EC4A 3JA
Telephone: 01-353 3212 Telex 27844
Subscription department
125 High Street, Colliers Wood
London SW19 2JN
Telephone: 01-542 8575
Subscription:
Home £33 per annum
Overseas & Eire £40 per annum
including postage
70 pence per copy (postage extra)



Member of the Audit
Bureau of Circulations

Regional advertisement offices
Midlands: 240-244 Stratford Road
Shirley, Solihull, W. Midlands
B90 3AE 021-744 4427

North East: Permanent House
The Headrow, Leeds LS1 8DF
0532 452841

Scottish: 74 Drymen Road, Bearsden
Glasgow 041-942 2315

North West: 491 Chester Road
Old Trafford, Manchester M16 9HF
061-872 5151

West country & south Wales:
10 Badminton Road, Downend
Bristol BS16 6BQ 0272 564827

Benn

CONTENTS

Council hesitates over PR spending

Expansion plans referred back 220

PSNC moves to Aylesbury

Escalating rents force move 221

Notional pricing: Department warned

Society spells out problems 222

Assistant of the Year competition

Regional finalists chosen 240

Comment 219

Letters 224

People 227

Topical reflections by Xrayser 227

Counterpoints 228

Prescription specialities 230

More Christmas gifts 236

Points of law 243

PSGB Council 244

Business news 246

Market news; coming events 248

Classified advertisements 249

COMMENT

Hesitation

Would another retention fee increase in 1982 be justified in the interests of strengthening the Pharmaceutical Society's public relations?

Council last week found itself in the difficult position of debating this question and deciding how much the profession should spend on promoting itself (see p244). Plans for expanding the Society's public relations unit have been approved unanimously by the Organisation Committee but ran into problems on the financial front when put before the full Council.

The Society's director of public relations is seeking more staff because there is a limit to what the present two people can achieve. At the Council meeting, it was estimated that the cost of extra staff and facilities for them could come to £50,000 which would increase the Society's deficit to the extent that a further fee increase might be sought in 1982. According to the public relations director, however, this figure is "purely conjecture."

Council now finds itself caught between a profession that is clamouring for better public relations and a limited budget. But despite the clamour, the Society is still waiting for replies from some branches as to how they have spent their special publicity grants, information that was requested some three months ago. There is no guarantee that these grants will continue as they were given only on the basis of a year's trial. While many branches have made the most of the money by contacting influential people locally, others seem to have wondered what to do with it, although initial results suggest the scheme has been successful (p220).

C&D has contacted some other professional bodies to see what resources they allocated to public relations (p220). Although no direct

comparisons can be made because of the widely differing nature of the professions and the diverse range of activities that they classify under "public relations", most appear to have more resources at their disposal than the Society.

The British Medical Association, for example, has eight staff in its public relations department and the Law Society has recently spent £350,000 on a corporate advertising campaign paid for by a separate levy on its members, although there appears to be some doubt about the cost effectiveness of such campaigns, not least among solicitors.

A spokesman for one of the accountants' institutes suggested that a profession's public image could be judged by whether there was unemployment and by the level of salaries its members could command. There were no employment problems in the accountancy profession, he said, and salaries were high, indicating that accountants were held in high public esteem. While acknowledging that the public may have little choice when it comes to paying accountants' fees, he added: "People don't quibble about paying money to manage their money."

Pharmacists faced with customers quibbling about paying money to manage their health might think that £50,000 spent on boosting the profession's image would not be a bad investment. ■

Public relations — how much is it worth?

The Pharmaceutical Society's Council has stalled over how much should be spent on public relations.

The Organisation Committee has given its unanimous support to proposals put forward by Mr Philip Paul, the Society's director of public relations, for increasing his staff. However, while accepting the principle of improving public relations, the full Council decided last week to refer the proposals back to the Organisation Committee for further consideration (p244).

The Society's treasurer, Mr J. C. Bloomfield, expressed concern that the total cost of the programme could amount to some £50,000 which might mean that the retention fees would have to go up again in 1982. ■

How the publicity grants were used

The Pharmaceutical Society has received about 100 replies from its branches and regions giving details of how they have spent their publicity grant. The grants totalled about £9,000.

The Society's director of public relations, Mr Philip Paul, told *C&D* that there had been a tremendous variety in the branches' activities. Some had pooled resources with other branches to undertake larger projects. He said there was no doubt that the scheme had been successful: "The money has enabled branches to do things that they would not otherwise have done, for example, for the first time ever some have made contact with the local Press."

He added that it would be impossible for a staff of 10—let alone the Society's public relations staff of two—to make personal contact with all the local newspapers.

C&D asked a random sample of branches what they have done with the money. Four branches—Epsom, Croydon, Thames Valley and West Surrey—are planning a reception on October 1 to which they have invited journalists from all the local newspapers plus representatives of other organisations such as Women's Institutes, the social services,

Samaritans and the police. About 70 are expected to attend. The event aims to publicise the pharmacist's increased role in counterprescribing when prescription charges go up in December. There will be displays and audio-visual presentations.

The combined branch grants came to £270 but the costs are approaching £400.

Leicester Branch spent their £50 inviting local radio and newspaper reporters to the branch dinner, held at the time of the last prescription charge increases. This resulted in publicity for prepayment certificates and the pharmacist's role.

Leeds Branch used their money for "routine purposes" such as making photocopies of the Society's Press releases to send to the local newspapers, making telephone calls and some entertainment of influential people. According to Mr J. I. Mitchell, secretary and Press officer, the branch has used only about a quarter of the grant which came to over £100.

"We were pleased to get the money but feel more could be done if Council could agree on a definite public relations policy and decided what the Society is seeking to promote," he said.

Huddersfield Branch used none of their grant but sent it back to the Society. Mrs S. C. Teal, secretary, said they were already in touch with the newspapers and one member regularly gave lectures on pharmacy to local organisations. "We did not feel there was anything else we needed to spend money on." ■

What some other professions spend

The Pharmaceutical Society is this year spending £30,000 on public relations and employs two people in its PR department. *C&D* contacted other professional bodies to see what resources they allocated to publicity.

The Law Society has three solicitors, one journalist and secretaries to

represent 36,000 solicitors. There have been three corporate advertising campaigns—in 1977, 1978 and earlier this year—to increase public awareness and understanding of what services solicitors can offer. The campaigns were financed by an advertising levy, imposed separately from the membership fee, and the last campaign cost £350,000. According to a spokesman there is some controversy within the profession over the amount.

The British Medical Association employs eight people with specific duties, for example, one deals with the general public and one with Parliamentary affairs, and acts on behalf of 85,000 doctors not all of whom are BMA members. Annual subscription is £70. "A corporate advertising campaign would cost thousands of pounds and would be a luxury that at present would not be cost effective," a spokesman said. She added that the BMA rarely had difficulty in gaining access to the media. Although she was unable to comment on the annual budget, other sources suggest it could be £90,000.

The Institute of Chartered Accountants in England and Wales has a director of information, one information officer and two secretaries acting for 70,000 members who pay an average annual fee of about £40. No figure is available for the annual public relations budget as spending is diffused through several other departments such as publications, student recruitment, etc. Corporate advertising was carried out this year in two national newspapers at a cost of about £8,000, to celebrate the Institute's centenary.

The British Dental Association employs external public relations consultants to send out Press releases but has half a dozen staff available at headquarters to answer inquiries from the Press and public. The association is not in favour of corporate advertising, believing that the 17,000 practising dentists act as their own public relations officers.

The Royal Institute of British Architects has one Press officer plus an assistant, but "half a dozen" are involved with arranging conferences, competitions and general promotions. Again, the activities are so diverse that no exact figure can be given for the PR budget. Corporate advertising is a "topic of some discussion", a spokesman said, adding that the RIBA was unlikely to carry out such a campaign on the same scale as the Law Society. The RIBA has nearly 27,000 members. ■

PSNC buys property in Aylesbury

The Pharmaceutical Services Negotiating Committee is moving its headquarters from Rickmansworth to Aylesbury, Bucks.

Mr Alan Smith, chief executive, told *C&D* that PSNC decided to move further away from London to an area where rates and property costs were cheaper, enabling them to buy freehold premises and avoid escalating rents. The Rickmansworth offices were leasehold.

From August 22 PSNC's address will be 59 Buckingham Street, Aylesbury, Bucks HP20 2PJ (telephone Aylesbury 32823). The office space, in a listed building that has been modernised, is double that of the Rickmansworth premises but Mr Smith was unable to disclose how much had been paid for it.

Temporary telephones will be installed before the new switchboard is fitted so it may be necessary for staff to return calls and PSNC apologises in advance for the inconvenience.

The Central Checking Bureau will remain at 47 Chase Side, Southgate, London N14.

Inquiries on pricing and checking prescriptions, items allowable on FPIO can be dealt with at the CCB on 01-882-3888. ■

Batch of Floxapen capsules recalled

Beecham Research Laboratories advise all retail, wholesale and hospital customers that a small proportion of the above batch of Floxapen capsules 250mg x 100, batch no 0235A has been packed in Penbritin canisters.

Urgent measures have been taken to stop distribution of the suspected batch to retailers. However, any customer who finds that a Penbritin 250mg x 100 canister is marked batch no 0235A on the base and contains brown/black capsules printed "Floxapen 250" instead of the usual red/black capsules printed "Penbritin 250" is asked to return the canister to Beecham for replacement or credit.

The address for return is: Beecham Research Laboratories RGI section, Clarendon Road, Worthing, Sussex. Pharmacists are asked to notify the company of any faulty canisters before returning them. The number to ring is 01-560 5151 ext 3000. ■



"I believe the call sign's Foxtrot Papa one zero"

Good response from pharmacist flyers

Twenty potential flying pharmacists have been invited to the first meeting of the Pharmacists Flying Club, being held on Wednesday after *C&D* went to press.

Mr Alan Smith, chief executive, Pharmaceutical Services Negotiating Committee, who recently announced his plans to set up the club (*C&D*, July 26, p108), says he has been greatly encouraged by the response. The first meeting was to be held at Elstree aerodrome where a Piper Cherokee is available for joint ownership or hire. ■

Rota payments

The Pharmaceutical Services Negotiating Committee has confirmed the agreement with the Department of Health on rota service. Where the Hours of Service Scheme approved by the Family Practitioner Committee permits closure at 5.30pm, rota payment (for a maximum of one hour) will be paid from that time.

Pharmacist contractors are advised to contact, in the first instance, their local FPC or Local Pharmaceutical Committee secretary to confirm whether their local scheme permits closure at 5.30 pm before amending their rota duty hours or claims. The amendment comes into effect from August 1. ■

Value of original packs uncertain

The Medicines Commission is not sure whether wider use of original pack dispensing would help in identifying solid-dose medicines.

According to the annual report for 1979, the Commission has reviewed information on the value of being able

to identify all solid-dose medicines, especially in overdose cases and when patients were transferred from one source of medical care to another. However, the Commission was unsure whether original packs would overcome these difficulties and was unable to make more extensive recommendations without a fuller analysis of cost and possible benefit.

The Commission has also considered the results of studies into the use of child resistant containers. It has reservations on these studies and feels that no additional evidence is given to cause a change of the views expressed in its 1974 report. However, the Commission recognises the potential value of BSI packaging guidelines, rather than fixed standards.

Product liability was considered again after a consultation paper was issued by the Department of Health to take account of the Council of Europe's convention. The Commission re-iterated its views about the difficulties of applying strict product liability to medicines, and its recommendation that the right to compensation should be separated from the question of product liability. Implications of a revised draft Community Directive, issued in September 1979, were now being considered.

Reports that traditional Indian medicines, some containing dangerous substances such as lead, were being sold in the UK without product licences have been studied by the Commission. Members fully endorsed Department of Health proposals for programmes of health education designed to inform the users of such medicines of the risks, together with action to enforce the provisions of the Medicines Act. ■

Health Services Act

The Health Services Act, which allows for the implementation of the Clothier committee recommendations and the replacing of AHA's by district health authorities, has received Royal assent. ■

Society to inform Department of notional pricing 'problems'

The Pharmaceutical Society is to send a letter to the Department of Health emphasising the problems that could be caused for the general public by notional pricing and discounting by pharmaceutical wholesalers, the Council decided at its meeting this month.

The president reported to the general practice sub-committee that the meeting on notional pricing and discounting called by the National Pharmaceutical Association had been inconclusive. The Department was currently having discussions with manufacturers, which would be followed by a meeting with wholesalers, and then by a meeting with representatives of the Pharmaceutical Services Negotiating Committee. A joint meeting would then be called in an attempt to finalise the situation before the October 'discount inquiry' began.

The sub-committee considered the Society's role in the matter, and accepted that the Society had a duty to express its views because of the effect of the wholesalers' policies on the service to patients, particularly in tying a pharmacy to one particular wholesaler. It was agreed that the Society should refer to notional pricing as "negative discounting". ■

Silver substitute from Ilford

Ilford have invented the first black-and-white film that uses no silver in creating the image on the negatives. Although the film itself uses the precious metal, the silver can be recovered from the

chemicals after processing. Using a similar technology to that utilised in colour film processing, the silver is substituted by dyes.

The film—XPL 400—must be used with processing chemicals supplied by Ilford and is expected to be around 20 per cent dearer than conventional black-and-white products.

Ilford say the film will give "superb image quality" because of its ability to offer a fine grain at 400 ASA and it is intended for use by professionals and keen amateur enthusiasts.

It has taken some three years to produce, but latterly the research has been speeded up because of the huge increase in the price of silver and this development comes at a particularly appropriate time for Ilford who have been in financial difficulties for some time now—recently closing three plants at a net loss of some 1,650 jobs.

To be launched in Cologne at the Photokina exhibition, in September, the film will be available in the UK next year. ■

Third World policy

Ciba-Geigy have refuted allegations that they apply different criteria to drugs exported to the Third World (last week, p208). Their policy is the same in all countries, they say: "to provide the safest possible, effective pharmaceutical products".

The allegations were raised in a letter to *The Lancet*, which reported the case of a woman who developed agranulocytosis after taking Cibalgin tablets—a Ciba-Geigy product

containing amidopyrine. Ciba-Geigy say that such products, which have been extensively used for many years, have found their largest market not in developing countries, but in Europe. There, the safety of amidopyrine, including the possibility of agranulocytosis, has been considered acceptable by the medical community, they say, in contrast to attitudes in Britain and the USA.

"In 1977 the company announced its decision to replace amidopyrine with propyphenazone because of findings that under certain conditions amidopyrine forms nitrosamines which can produce tumours in experimental animals", the statement continues. "The relevance of this finding to man remains unknown."

This replacement has been continuing worldwide at a reasonable pace and in co-operation with government authorities, Ciba-Geigy say. ■

Advertising veto

Architects have voted against lifting their ban on advertising.

The Royal Institute of British Architects recently polled its 26,869 members but only 40 per cent replied; 3,269 wanted to be able to advertise, 7,422 wanted the ban to continue. ■

Pharmacy closures

There was a net loss of seven pharmacies to the Pharmaceutical Society's Register in July. This brings the year's net loss of pharmacies to 63.

In England, 18 opened up, of which one was in London, and 23 closed down (four in London). Three opened up in Scotland and six closed down, with two opening up and one closing down in Wales. ■

Birstall Golf Club, Leicester was the scene for a recent round of the Numark/Beecham golf tournament. In the foreground from left to right: Mr Gordon White, national account manager Beecham Proprietaries, Mrs Pat Eaton, of E. H. Butler & Son, Leicester (the winner), Mr Phil Revill, Beecham, Mrs Peggy Busby of Cox & Robinson, Milton Keynes, and Mr Stephen Taylor, MPS, of H. L. Twidale, Mansfield, Notts.



Mr Alan Cruickshank, MPS, was the winner of the tournament that took place at the Royal Aberdeen Golf Club. From left to right: Mr George Berry of William Davidson (Aberdeen), Mr Michael Pratt, Mr Alan Craig, of William Davidson, and Mr Cruickshank with the other competitors in the background





PHILIPS

EXCLUSIVE

LEADER MAKES SHADY OFFER. ■ (SEE OVER)

PHILIPS are the biggest small appliance company in the UK.

PHILIPS spend more on supporting their products than anyone else.

PHILIPS Small Appliances have four brand leaders—Philishave, Ladyshave, fan heaters and health lamps.

PHILIPS are putting £18 million behind their name in 1980.

PHILIPS. The biggest name in small appliances.

Philishave. Ladyshave. Hair trimmer. Hairdriers. Health lamps. Sunlamps. Solara. Suncouch. Fan heaters. Electric underblankets. Clocks. Coffeemakers. Toasters. Irons. Mixers. Blender. Knife sharpener. Gas lighter. Window fan.

Simply years ahead.



TV programme examines sun prep hazards

Sun-tan preparations containing bergamot oil were brought to public attention again last week. A new edition of the BBC television programme "Medical Express" compared the photobiological properties of 5-methoxypsoralen, which is found in bergamot oil, with 8-methoxypsoralen.

The programme began by showing the various preparations which enhance tanning by stimulating melanin deposition and the presenters commented that perhaps the best known of these was Bergasol. They explained that 5-MOP was present in bergamot oil and said that 8-MOP was a chemical used together with high-frequency ultra-violet light to treat severe cases of psoriasis. They mentioned that the psoriasis treatment could cause skin cancer. A comparison was made between the two chemicals, mentioning an article in *Nature* which concluded that 5-MOP produced similar photobiological responses to 8-MOP (*C&D* June 14).

The presenters suggested that putting 5-MOP on the skin was equivalent to taking 8-MOP orally. Professor W. Greeves, St John's Hospital for diseases of the skin, commented that he was rather unhappy with the use of 5-MOP for a cosmetic purpose. Anyone using it would be exposed to a lot of UV light, possibly causing the same complications as the psoriasis treatment, he said.

Potential risk?

"So are you taking a real risk to your skin when you use these sun-tan creams?" the presenters asked. Dr Francis Rye, an independent consultant putting the makers' views, said that the real risk was from UV light itself and that sun-tan preparations gave a good degree of protection. There was a big difference between the *Nature* experiments and the use of sun-tan preparations, he said. However the manufacturers had been aware of the properties of 5-MOP for some time and research was being carried out.

Dr Rye thought that the preparations should not be taken off the market until more conclusive evidence was provided. The programme presenters concluded: "It's now up to you to decide whether to use them."

LETTERS

Experience of doctor dispensing

May I be permitted to add a note to your correspondent who wrote under the above heading.

I continue to be perplexed at the ease with which dispensing doctors are able to evade and ignore the requirements of legislation and regulations which are stringently enforced as far as pharmacists are concerned.

Consider the labelling requirements of the Medicines Act. The local dispensing doctor usually labels his medicines without any mention of the contents, often without the name of the patient and never with the date. I have quite a collection of his tablet bottles brought in by patients. On the occasion of a test script, I inadvertently omitted the date on my label and this fact was quickly brought to my attention.

Why is it that medicines are dispensed and handed out to patients when the doctor is not even on the

premises (and we all know this happens every day), whilst in the pharmacy, even an innocuous bottle of Tixilyx may not be sold in the absence of the pharmacist?

Why is it that the DHSS considers it essential to test the results of pharmacists' dispensing, but not the doctors' output? My dispensing doctor works two surgeries in adjacent villages and has a catchment area of about 36sq miles. His output of dispensed medicines is greater than my own and yet, as far as I am aware, no check is ever made.

I have seen one item of tablets packed in a miniature "Golly" marmalade jar—paid for by the DHSS at the full container rate of course. Today a patient came in from the surgery next door: "May I have a medicine spoon for my child's medicine please. Doctor doesn't go in for spoons—he says use a teaspoon". The unkindest cut was when a patient was sent in from the surgery waving a £5 note: "The doctor says give me change to pay him for my prescription".

Can anyone tell me why these double standards exist? There must be some reason, but I honestly can't think of a good one.

Clovix

Nothing gained?

Last week the Press gave prominence to the third report from the House of Commons Social Services Committee implying that the Government's biggest spending department lacked any coherent strategy. The report does not mention pharmacy.

Another document including the minutes of evidence and appendix to the report received no publicity but includes revealing information concerning pharmacy. Pages 52 and 53 set out replies given by the Department to a questionnaire submitted by the committee which includes the following with regard to prescription charges:

	£m	£m	£m
	(a)	(b)	(c)
Estimated additional income assuming a full year effect of new charge	30.3	58.0	89.0
Estimated savings arising from deterrent effect	9.6	19.1	28.7

"Assuming the deterrent effect to be (a) about four million prescriptions from a £0.45 charge, (b) about eight

million prescriptions from a £0.70 charge, and (c) about 12 million prescriptions from a £1 charge."

The manner in which these figures are set out is confusing. It would appear, however, that a minimum interpretation is that the Department anticipates saving £117.7 million in a full year when the £1 charge comes into effect. In terms of interest charges alone it will have saved more than the "extra" money recently awarded to chemist contractors.

Another interpretation is that the total "deterrent effect" of £57.4 million will significantly fund the recent settlement during the first negotiating period. In this complex area can we be told whether or not PSNC really did achieve a breakthrough in terms of new money, or whether pharmacists, unlike doctors and dentists, have been made to contribute massively themselves—by reduced turnover and for collecting efforts—to their own so-called increased remuneration.

The foregoing aptly worded "deterrent effect" would explain the surprisingly quick settlement and surrender by the Minister. He gave us nothing, he simply made sure he was taking it away from us in the first place!

D. M. Maddock
Cardiff

Our East Midlands subscriber says this prescription was for three Bronchilators

Brasil

③



PHILIPS

A FREE PAIR OF SUNGLASSES WITH EVERY PHILISHAVE.



Now your Philishave customers can look as smooth as they feel.

Philips are giving away a smart pair of sunglasses to everyone who buys a Philishave® electric shaver.*

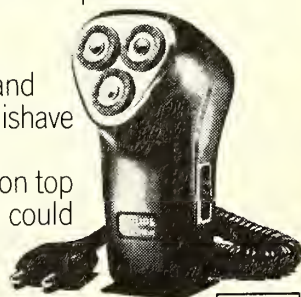
All you do to benefit from this is display the eye-catching point of sale.

All your customers do is send us a leaflet (which they pick up from the point of sale dispenser), along with proof of purchase, and we'll send them the sunglasses direct.

Your customers can choose between super-reflective mirror finish and sophisticated smoke tinted lenses.

Philips are spending £2½ million on advertising and promotional support for Philishave in 1980.

With an offer like this on top of all that, your sales figures could soon be looking as good as your customers.

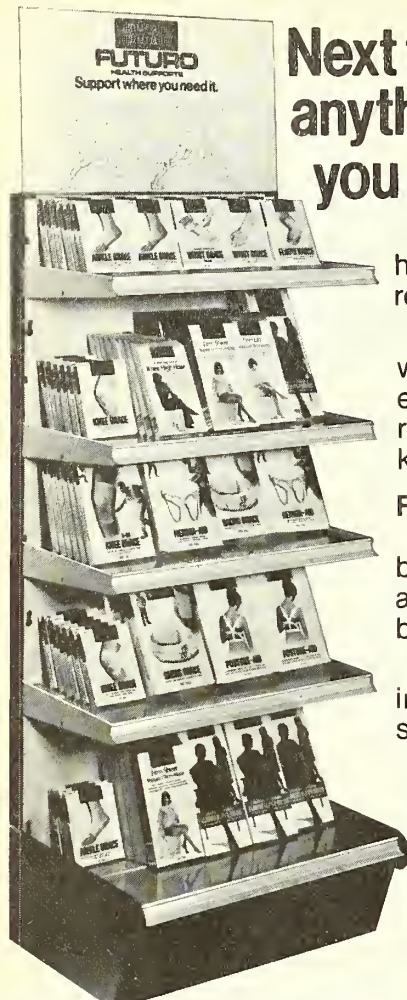


PHILISHAVE No other electric shaver comes close.

*EXCEPT PHILISHAVE EXCLUSIVE AND DE LUXE SPECIAL PACKS OFFERED BANDED TOGETHER WITH A RAINBOW HAIRDRYER

Simply years ahead.





Next time you're asked practical advice about anything from a sprained wrist to backache, you can answer in a word... FUTURO

Futuro is a complete range of modern body braces and support hosiery proven in use in the United States, and steadily gaining recognition among medical professionals in the United Kingdom.

Each product is scientifically designed to give positive support while being lightweight and comfortable to wear during normal, everyday activity. Futuro can be the simple answer that you can recommend for back trouble, hernia, aches and pains in elbows, wrists, knees and ankles, and for varicose veins.

FUTURO SUPPORT FOR YOU TOO!

A comprehensive programme of exhibitions and demonstrations is bringing Futuro to the notice of more and more health experts and authorities. That means more recommendations, and more profitable business for you.

The Futuro range comes with a convenient display stand and informative leaflets – at no cost to you. Depending on your ability to stock, Futuro is available in a choice of introductory sales packages.

For more information on the benefits Futuro can bring you, telephone Bicester (08692) 45940, or write to Mary Smith, Dept. CD2, Doylecroft, Lairg House, Chapel Street, Bicester, Oxon.

Distributed in the UK by Jackel International (UK) Limited.



Support where you need it.



‘Look at him now. Isn't he beautiful? Yet five minutes ago I could have quite happily throttled him. Why oh why does teething pain always seem to strike at three in the morning?

Thank goodness the chemist recommended Dentinox. It's specially formulated for babies apparently. Anyway, it certainly works a treat. All it took was a gentle rub on the trouble spot, a quick cuddle and he was away again as soon as he hit the pillow. Thanks a lot Dentinox. From now on it'll be a good night for me...

...and it's a good night from him'

Dentinox gel or liquid.

Tried and trusted for babies' teething pain. From chemists only.



By Xrayser

Mr John Cannell, FPS, has retired as chief chemist, Warner-Lambert (UK) Ltd. A former president of the Society of Cosmetic Chemists of Great Britain, Mr Cannell has not, however, entirely severed his connections with the company, as he has been retained in a consultancy capacity. He is succeeded by Mr Brian Elson, MPS, as product development manager, who gained experience with Beecham's, Crookes' Laboratories and Roussel before joining Warner Lambert three years ago. ■

Mr Jack Goodwin has announced his retirement after 47 years with New Era Laboratories Ltd—he is the present sales director. He joined the company in 1933 as an office and post boy, and says: "After my many years in the business it comes as quite a wrench for me to retire but I have made many good friends in the industry and it is to these that I give my thanks for making it so memorable and enjoyable." ■

Mrs T. Feigenbaum, MPS, president of the Pharmaceutical Society of Zimbabwe, was welcomed by Mr Desmond Lewis, secretary and registrar, Pharmaceutical Society of Great Britain, during a visit to the UK last week. Zimbabwe is preparing for its own national health service and Mrs Feigenbaum was taking a "fresh look" at the NHS in Britain. About 90 of the Society's members are working in Zimbabwe. ■

Jack Frost, sales director, Beatson Clark & Co Ltd, retired on August 15 after 48 years in the glass industry. In the 1960s he was chairman of the British Standards subcommittee responsible for compiling the standard for glass medicine bottles together with those for ribbed oral and eye dropper bottles. ■

Mr Pete Merry, MPS, editor *Hospital Doctor*, has been elected chairman of the Medical Journalists' Association. A former technical editor of *C&D*, Mr Merry has also worked on *General Practitioner* and *Pulse* and has been a Press officer at the Association of the British Pharmaceutical Industry. ■

News in brief

■ The second edition of the "Medicines and Poisons Guide" is now available (£3) from the Pharmaceutical Press, 1 Lambeth High Street, London SE1 7JN. ■

Being used

It doesn't happen very often. Perhaps twice in a whole career. But when it does happen it arouses in me the most intense antagonism, so that right now I am deeply angered, this time by the cynical attempt of a bed manufacturer to use pharmacies as a means of distributing free advertising material.

I regard it as an attempt to gain an implicit recommendation from pharmacists at a time when our fight for recognition is bringing results and we are just beginning to understand

It came as a covering note with 2,000 paper bags each thickly overprinted with a load of advertising matter, printed in such a way that it could form a free-post envelope. If we used them, the advertising potential would be enormous, since they would be received by people getting prescriptions, that is, already suffering from some complaint or other and most likely to be vulnerable to suggestions which came with our apparent blessing.

It is not long ago that the BBC had a programme which discussed the so-called orthopaedic bed and confirmed my long held view that there was no such thing and that the words were put together as a means of selling, to gullible sufferers of backache, a firm bed at a higher price than the same or better products from other manufacturers. Speakers expressed the opinion that there is either no such thing or that every bed is "orthopaedic."

The names, on the letter, of medical advisers with the qualifications FRCS, and MB, BS, MRCS, LRCP, DRCOG, do not impress me, but other members of the public may not dare to question the authority of a doctor with five degrees who apparently blesses the bed. "It must be some bed", they will think—as they are intended to.

Are half the chemists in the UK going to help this proposition because they have been given £5 worth of paper bags? Is that what we are worth? The letter says that half of us have them, which must make it one of the cheapest promotions of all time—say, 5,000 by £5 making £25,000, in return for a projected 100 per cent target hit.

Let us see if there is any way in which we can repay the enterprise of this go-ahead firm. Goodness me, I have thrown away 2,000 Freepost envelopes addressed to them. I wonder if I should post them back? I wonder if we should all post them back? 5,000 multiplied by 2,000 multiplied by £0.10. I don't think I could bear to work out such a sum. ■

Keep All Medicines out of reach of Children

OBC Orthopaedic Beds—a product of the advice of a leading Orthopaedic Surgeon and our team of qualified experts including a Doctor and an Orthopaedic Technician—can only be obtained direct from OBC. They are not available through any other retail outlets.

**OBC
ORTHOPAEDIC BEDDING CENTRE
FREEPOST
LONDON E3 2BR**

5BG

Free advice readily available

PLEASE POST ME FREE INFORMATION ABOUT OBC ORTHOPAEDIC BEDS

Name _____

Address _____

how well we are regarded by the community we serve. I rarely quote documents fully, since I consider it a form of padding, a journalist's way of quickly filling a blank page. But this time I break my rule... The letter reads:

"We are now supplying *half the chemists* (my italics) in the UK with free prescription bags and have taken the liberty of adding your good selves to our mailing list. We will be sending you 2,000 bags per month completely free of charge in return for advertising our products as shown on them. If you have any queries or require more bags, please do not hesitate to telephone us, by reverse charge call.

Yours faithfully, Louis Bond, promotion manager, OBC Orthopaedic Bedding Centre Ltd."

**BACK SUFFERERS
IMPORTANT
HELP NOW!**



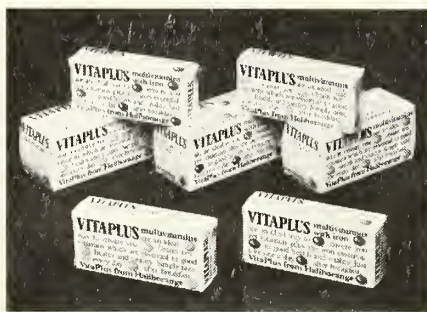
Vitaplus multivitamins from Farley Health

Farley Health Products have launched Vitaplus multivitamins from Haliborange in two presentations—standard and with iron.

Both the yellow standard multivitamin tablet and the red Vitaplus with iron are sugar-coated compressed powder tablets containing ten vitamins—A, B1, B2, B6, B12, folic acid, nicotinamide, C, D and E. The levels are formulated to provide a balanced vitamin source which closely resembles the DHSS recommended daily intake.

The tablets are presented in printed foil-backed blister strips and packed with a consumer leaflet into cartons of 30 (£0.94) and 60 (£1.69) tablets. On a daily usage basis these pack sizes provide a one and two months' supply respectively.

Vitaplus is being launched regionally in Lancashire, the Midlands, Yorkshire and Tyne Tees, comprising the three television areas of Granada, ATV and Trident. All FHP sales representatives have been drafted into the launch area for a "car campaign" which marks the two-week first phase of the sell-in to the trade. The sell-in will be followed in late September by a merchandising campaign prior to consumer advertising.



An eight-week television advertising campaign is planned in all regions during October, January and February.

During the launch period there will be bonus offers, while POS material includes counter display units, till stickers, shelf edges and "open/closed" shop door signs—all reflecting the advertising theme of "Vitaplus—keeps you in tune."

The company says that the adult multivitamin tablet market (excluding own label brands) is worth £7.3m at rrp and has grown in volume by 50 per cent from 1976 to 1979, with a projected growth of 30 per cent in real terms over the next three years. *Farley Health Products Ltd, Torr Lane, Plymouth PL3 5UA.* ■

Sporti camera range extension

Paul Plus have introduced two cameras into their Sporti range.

The Sporti 330 is described as a budget-sized camera at a budget size price (around £5.50) whereas the Sporti 440 (around £13) has more features including a built-in flash. An f8 or f11 two-element 25mm lens is coupled with a 1/80th shutter speed with double exposure prevention. *Paul Plus Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW.* ■

Copper Quant

Copper Chic is the latest range of colours from Mary Quant which will be available from September.

The colours are copper tweed soft focus shadow (£1.50), copper spice blushbaby blusher (£2.70), copper twist lipstick (£1.70) and copper shine colourshine gloss (£1.75). *Mary Quant Cosmetics Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU.* ■

ON TV NEXT WEEK

Ln London	WW Wales & West	We Westward
M Midlands	So South	B Border
Lc Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	CI Channel Is

Alka Seltzer:	All areas
All Clear:	All areas
Anadin:	All areas
Bodymist:	All areas
Clairelle:	M
Crest:	All except U, B, G, E
Cream Silk:	All areas
Farleys Rusks:	All except E
Fresh 'n Clean:	

All except Ln, Lc, WW, G, E, CI
Gumpton: All areas

Head & Shoulders:

All except Lc, Sc, We, B, G, E
Listermint: M, Y, NE, WW, So

Matey: All areas

Odor Eaters: All areas

Scholl: Lc

Sine-off: Ln

SR toothpaste: All areas

Thick Parazone: All areas

Topex: All except Sc

Vitapointe: All areas

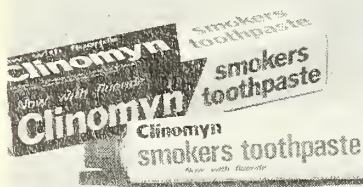
Zest toilet soap: M, Lc, Sc

Unichem offers

Unichem members offers from August 18-29 include Topex 5 day trial packs which are exclusive to Unichem during August. On offer are: Agree conditioner, Alberto VO5 shampoo, Allurel hairspray, Arrid, Allfresh clean-up tissues, Amami, Brylcreem, Born Blonde colourant and lightener, Cuticura talc and cool wipes, Camay, Discover 2 pregnancy test kit, Elastoplast stretch fabric, Fenjal,

Germolene footspray, Johnsons baby bath, Kleenex for Men, Lanacane, Nulon, Optrex witch hazel, Optrex eye make-up remover, Panty Pads, Pears shampoo, PMT tablets, Robinsons baby foods, Schick blades injector and super II plus, Simple Soap, Silvikrin, Seborin anti-dandruff shampoo, Suleo shampoo, Tegrin shampoo, Topex 5 day trial packs, Unichem cleansing rolls and cleaning puffs, Vespri, Wella shampoo, creme rinse, hairset, hairspray, blo dry and Wilkinson Sword blades. *Unichem Ltd, Crown House, Morden.* ■

Clinomyn has been reformulated to include fluoride and repackaged to "visually strengthen" the product. The current advertising campaign will continue throughout the year "reaching 78 per cent of all adults" through half-page colour advertisements in Family Circle and Company, and further advertising in the Sun, Daily Telegraph, Daily Mirror, Daily Record, Sunday People, News of the World and Sunday Mirror, Dewitt International Ltd, Seymour Road, London E10 7LX. ■



NOW THERE'S SAFETY IN NUMBERS

**NEW
TIMED SECURITY
FROM CASIO**



• 137.11 1/2 ST
• 30.47 TX
• 167.58 1/2 Ch
15 No 74

T 10.31

YOUR RECEIPT
THANK YOU

7912. 10

3... 1.23 1/2

4... 2.30 1/2

... 3.54 ST

... 0.79 TX

... 5.00

... 0.67

15 No 76

T 10.33

YOUR RECEIPT
THANK YOU

7912. 10

3... 4.56

4... 8.52 1/2

Since Casio have introduced time functions into their selective range of electronic cash registers, security has been increased many times over.

Timed sales receipts show time of purchase printed in digital format as deterrent against shoplifters.

Timed audit records allow closer supervision, monitoring of opening and closing times, and controlled results reportage.

Timed interval reports record printed by-the-hour reports on customer traffic for staffing levels, opening hours, productivity fluctuations.

Timed alerts give pre-set audible warning on timing of cash-lifts, banking routines, shift changes, Happy Hours, special promotions.

Date and Time change. Once set, date and time automatically change on receipts and audit records. Even in leap years—even after weekend switch offs.

Overflow system. On certain models, a discreet at-a-glance signal when any attempt to falsify results may have been made.

Time display. On the button visual display of time for customer, staff and management convenience.

There's a Casio cash register to suit every size of business—and for value and reliability you'll find Casio hard to beat. And when you take into consideration the added benefits of timed security and simplicity of operation, Casio now has to be the name for cash registers—as it already is for calculators and digital watches.

More information please ☐

A demonstration please ☐

Name _____

Co/Firm _____

Address _____

Tel.No. _____

To: Casio Electronics Co. Ltd.,
28 Scrutton Street, London EC2A 4TY.

5CD

CASIO®
TO BE PRECISE

Silver packaging face lift for Dixcel tissues

Silver packaging features in the "face lift" given to Dixcel mansize and regular tissues which, the company says, are also improved in quality with a greater softness, strength and absorbency.

The redesigned packs, the company believes, convey an up-market image of quality. Mansize features a starburst design used on both the silver pack containing white tissues and on the metallic blue box of blue tissues.

Dixcel regular also adheres to the silver standard with flower motifs in varying colours to indicate the shades. *British Tissues Ltd, 101 Whitby Road, Slough, Berks.* ■

Juska apple juice from Minvita

Minvita Products have launched a pure apple juice under the label Juska which they say is not reconstituted

PRESCRIPTION SPECIALITIES

Vira-A injection

Manufacturer Parke, Davis & Co, Usk Road, Pontypool, Gwent NP4 0YH

Description A sterile suspension containing vidarabine monohydrate 200mg/ml. Each ml also contains not more than 0.1mg benzethonium chloride as a preservative, and disodium hydrogen phosphate 0.957mg and sodium dihydrogen phosphate 4.138mg as buffering agents. Hydrochloric acid may have been added to adjust pH

Indications Treatment of varicella-zoster infections, either localised or disseminated in the immunosuppressed patient, and chicken-pox in the immunosuppressed or immunocompromised patient. Therapy should be initiated within six days of the onset of the disease to be effective

Dosage 10mg/kg/day intravenously for at least five days is recommended. The

concentrate with other additives, but juice only, with 1½lbs of apples in every ½ litre bottle (£0.58-£0.61).

Initially available through retail outlets, a bottle will be developed for the licensed trade in the autumn. Support will be in the form of a Press launch with POS material and an advertising campaign is planned for the late autumn. *Minvita Products Ltd, Tonbridge, Kent.* ■

High potency G P & E

Health and Diet Foods have added higher potency G P & E capsules to their Food Supplement Co range. The capsules (30, £3.35) contain Siberian ginseng 600mg, bee pollen 200mg and vitamin E 200 iu. *Health & Diet Food Co Ltd, Seymour House, 79 High Street, Godalming, Surrey GU7 1AW.* ■

contents of the vial must be diluted before administration and any appropriate intravenous infusion fluid is suitable except biological or colloidal fluids. See data sheet for dilution instructions. The total daily dose should be infused slowly at a constant rate over a 12 to 24 hour period

Contraindications Must not be administered by the intramuscular or subcutaneous route

Precautions Vira-A should only be administered to patients with serious infections where the benefits clearly outweigh the risks and should be used only for life-threatening illnesses in pregnant patients. The dosage may need adjusting in renal impairment. Special care should be taken with patients susceptible to fluid overloading or cerebral oedema because of the volume of fluids necessary

Side effects Mainly anorexia, nausea, vomiting and diarrhoea. CNS disturbances have been reported including tremor, dizziness, hallucinations, confusion, psychosis and ataxia. Haemoglobin, haematocrit, white blood cells and platelets may be depressed during therapy and a platelet count and complete blood count are recommended. Other side effects are weight loss, malaise, pruritus, rash,

haematemeses and pain at injection site

Packs 10 x 5ml vials (£300, trade)

Supply restrictions Prescription only
Issued August 1980 ■

Halcion markings

Numbers are being added to the markings on Halcion tablets. The 0.125mg strength will have "Upjohn 10" on one side and the 0.25mg strength will be marked "Upjohn 17". Both strengths will be scored on the reverse side. However, stocks of tablets without the number markings will be in use for some time. *Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2NJ.* ■

Clamoxyl injection

Beecham Animal Health have introduced a ready-to-use preparation of Clamoxyl injection. The 100ml vials (£9.95 trade) contain amoxycillin 150mg/ml in an off-white suspension for treating infections caused by susceptible organisms in dogs and cats. *Beecham Animal Health, Beecham Health, Great West Road, Brentford, Middlesex.* ■

Cyclospasmol pack

Brocades are introducing a 250 pack of Cyclospasmol 400mg capsules (£19.95 trade). This will replace both the 100 and 500 capsule packs. *Brocades (Great Britain) Ltd, Brocades House, Pyrford Road, West Byfleet, Weybridge, Surrey KT14 6RA.* ■

Sorbi-slo renamed

Sorbi-slo capsules are being renamed Soni-slo and all future supplies will be made under this name. The appearance of the capsules is unchanged. *Rona Laboratories Ltd, Cadwell Lane, Hitchin, Herts.* ■

Primalan markings

Primalan tablets are currently marked "7K7" on one side and not as stated in last week's issue (p198). ■

Air conditioned temper.

Air conditioned customers stay cool and fresh, even on the muggiest of days. So they stay happy and relaxed, and your staff stay friendly and courteous.

Air conditioned ears.

Air conditioned customers never get deafened by the roar of traffic, because your air conditioned staff never need to open doors and windows to let in outside air.

Air conditioned eyes.

Air conditioned customers see what you're selling displayed at its best, because an easy-to-fit filter removes the dust and dirt from the High Street. And everything keeps cleaner, too.

Air conditioned appetite.

Air conditioned customers don't see or taste your goods through stale, fuggy air. So food looks fresher, stays fresher, and tastes fresher.

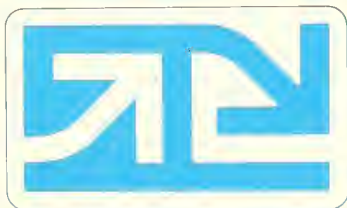
Air conditioned purse.

Air conditioned customers are likely to spend more time in your shop. And more money. And, of course, they're likely to come back for more.

Are your customers air conditioned?

Every shop should have air conditioned customers. They're better tempered, better looked after and, most important, better shoppers.

To get them, of course, you need air conditioning. And that's where the Air Conditioning Advisory Bureau comes in. Whatever your business, we can give you details



of air conditioning systems tailored to suit every shape and size of building.

From now on, the blue and white arrows will appear on air conditioning equipment which has been approved for safety and performance.

So find out more from Bernard Hough at the Air Conditioning Advisory Bureau on **Freefone 2282**.

FRESH ELECTRIC

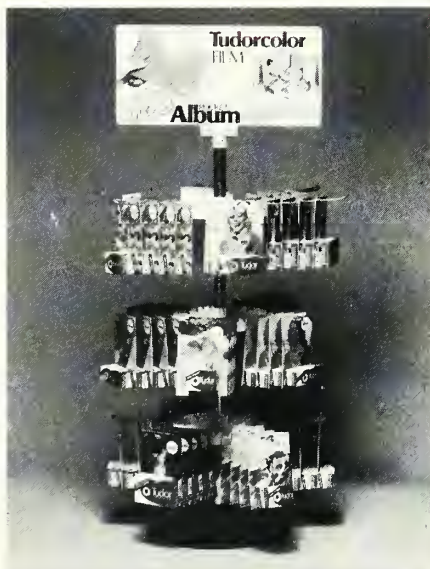
The Electricity Council, England and Wales.

Tudorcolor hang-up cards and dispenser packs

The latest Tudorcolor film merchandisers are an alternative to standard packaging, presenting colour films on hang-up cards with two new merchandisers to display them on.

The first is a three-tier rotary counter-top stand carrying up to 72 films and the second an easel-type stand carrying up to 60 films. Both stands carry a header card with space for prices to be displayed and a balanced selection of the most popular film sizes.

Tudorcolor film is also available now in three new dispenser packs, each designed as complete units that turn into counter displays. The largest, in a flat tray format, houses 36 x 110-24s, 20 x 126-20s, and 21 of each of the two 135 films, 24s and 36s. The vertical tilted box stand contains 15 x 110-24s, 9 x 126-20s and 12 x 135-24s, while the mini-pack holds 7 x 110-24s, 7 x 126-20s and 6 x 135-24s. Tudor



Photographic Group, 30 Oxgate Lane, London NW2 7HU. ■

CDP consumer promotion

Colgate Palmolive claim that after relaunch in February and the subsequent promotions, Colgate Dental Cream has consolidated its brand leadership holding a 27 per cent share of the toothpaste market in April and an average 25 per cent over the first half of 1980.

The brand is currently being supported on national television and running until September there will be a consumer promotion in conjunction with Fresh soap. An on-pack offer on Colgate packs features a "First Class Travel Kit" which consists of a navy blue washbag containing a tube of Colgate Dental Cream, a toothbrush, disclosing tablets, dental floss plus a bar of Fresh soap and a soap dish. The pack is being offered to consumers for £2.49 plus two proofs of purchase. Colgate Palmolive Ltd, 76 Oxford Street, London W1A 1EN. ■

Bathrobe offer

Kimberly-Clark are to launch an on-pack offer of a bathrobe on Kleenex family toilet tissues. Special packs with the offer are currently being sold in and the promotion will run for six weeks. Purchasers have to send in two front panels from the toilet tissue packs, together with details of the size and colour required and a cheque or postal order for £11.99.

The kimono style wrap-round robes come in three colours, royal blue, dark tan and white and are designed to complement the towel offer made by Kleenex earlier in the year. Kimberly-Clark estimate that family toilet tissue is currently selling in 68 per cent more than the first half of 1980. Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent. ■

Applewoods activity

Applewoods have introduced a range of bath oils to their existing range of toiletries. Available in three fragrances, jasmine, pennyroyal and lemon flowers (190ml, £6.50), each one is described as a careful blend of herbal fruit and floral extracts.

Also new is a range of perfumed

drawer liners which are available in four fragrances, English, rose, jasmine, orchid and orange blossom. Each box (£4.25) contains six 17 x 24in sheets printed in an original Honiton Lace design. Floor-standing antique Welsh dressers will be available to selected outlets for display unit purposes.

Applewoods Health Products, Riverside House, Bradley Lane, Newton Abbot, Devon TQ12 1NA. ■



Fennings packs

Fennings adult cooling powders are now supplied in packs containing 10 powders instead of 12) so that they can be on the general sales list. Retail prices remain unchanged. Fennings Pharmaceuticals, Hurst Road, Horsham, Sussex. ■

Rave couponing

From October special packs of Rave soft perm will carry a "25p off next purchase" coupon which will be valid until September 30, 1981. The coupon entitles consumers to 25p off their next purchase of Rave soft perm complete kit or Rave soft perm refill kit. Rave is claimed to be brand leader in the soft perm market. Chesebrough Ponds Ltd, Victoria Road, London NW10 6NA. ■

Mrs Jean Harding, MPS, Willenhall, West Midlands, who won the recent Oil of Ulay Mothers' Day competition for chemists' assistants. Mrs Harding is pictured with a cheque for £200, her spending money for a weekend for two in Paris. Five runners-up received cheques for £100. Richardson Merrell Ltd, 20 Queensmere, Slough, Berks. ■

New Seborin from Schwarzkopf. Because around 14 million people still have dandruff.

Despite the fact that there are at least 20 different kinds of anti-dandruff shampoo on the market, dandruff is still with us.

And it is a serious problem. Which is why Schwarzkopf have developed new Seborin.

Seborin is the first anti-dandruff shampoo with Octopirox®: a unique active ingredient, developed by Hoechst, that simply washes the problem away. Yet its mild and creamy formulation is kind and gentle to the hair.

It comes in a 200ml bottle with an R.S.P. of £1.29. For the launch-period, however, it is specially flashed at just 89p. At which time, there are also 85ml trial packs (retailing at 35p) available in a special counter feeder.

Seborin's being launched with a heavyweight TV campaign breaking August 18th in the Granada and Trident areas. 86% of viewers will see the commercial at least 7 times. It demonstrates that, if you use Seborin regularly, dandruff really shouldn't be a problem again.

So the demand will be enormous. Be sure you're ready to meet it. With 14 million potential customers you really can't afford not to be.

Schwarzkopf 
The hair care specialists.

® Registered Trade Mark, Hoechst.



Oil of ULAY

invite you to share in their success

Oil of Ulay is by far the most successful brand in the skin-care market, out-selling the nearest competitor by five to one.

Significantly, nearly one third of all Ulay sales are gift purchases, a fact that we intend to capitalise on with a powerful new television and press advertising campaign running continuously from July

right through to the most important gift season in December.

Oil of Ulay Beauty Fluid and Ulay Night Care are the only brands in the market to be promoted nationally throughout this 6 month period both on TV and in the press, and we are sure this will create even greater demand throughout the country.

With this continuous Advertising support-demand will be great

TV Advertising £1.5m

During the period July to Christmas we're spending a massive £1,000,000 buying ten peak spots a week throughout 18 of the 24 weeks.

We will also feature the Oil of Ulay Christmas gift commercial for the very first time.



Press Advertising £300,000

Featuring ad's in all the major women's magazines, with special emphasis given to the pre-Christmas period to support gift purchase.

HOW GOOD DISPLAY INCREASES SALES

Time and time again we have proved that good display in retail outlets adds to the effectiveness of TV and press advertising, providing the vital link

with your customers, improving turnover and increasing your profits.

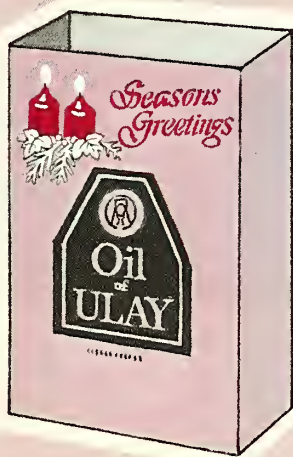
For this very reason we have created a complete range of exclusive Oil of Ulay display material that we now offer to you FREE if you simply complete and return the coupon below.

Don't wait, send in your order today—because supplies are limited and demand is sure to be great. The sooner you put your permanent Ulay shelf strip in position, the sooner you'll start jingling bells on your cash till, and they will continue ringing right through to Christmas.



Permanent Ulay shelf strip

designed to accommodate facings of 2 x 150ml and 2 x 75ml Oil of Ulay.



Ulay Christmas pack sleeve

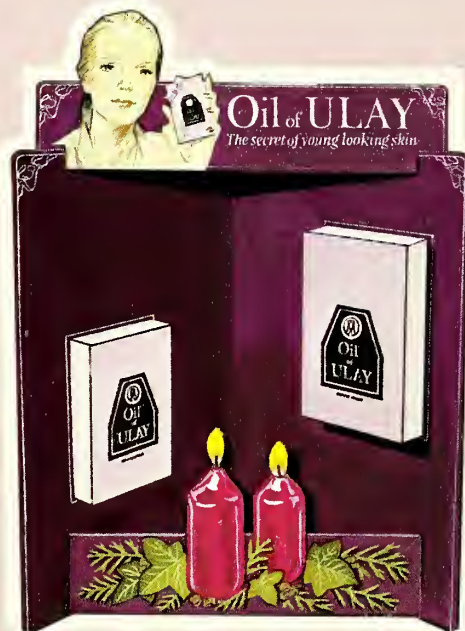
we introduced the idea last year and it proved so successful that it is now one of the key items in our Christmas display programme. Available for 250ml, 150ml and 75ml pack sizes.

Ulay Christmas shelf strip

elegantly underlines the gift theme promoted in all our advertising throughout the Christmas period.



Ulay Christmas display



Christmas theme display

takes very little space but will make a very attractive back-drop to your counter or window display.

Act now and Oil of Ulay will make 1980 a really profitable year for you!

OIL of ULAY merchandise (1) FREEPOST 24. LONDON, W1E 5J2.

Please send me the complete Oil of Ulay display kit as illustrated.

Name.....Chemist.....

Address.....

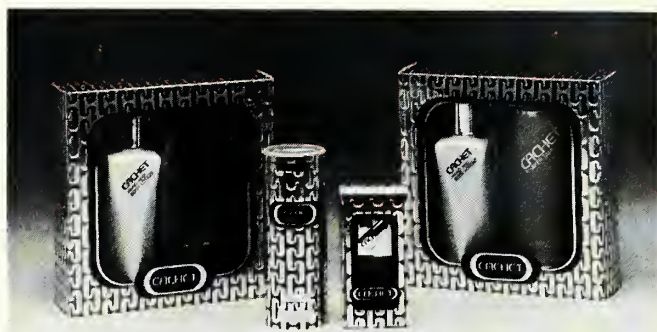
County.....Post code.....



MORE CHRISTMAS GIFTS



1



2



3 Coffrets for the Goya 1980 Cedarwood collection come in redesigned cartons (1) of bright red squares on a traditional green background (£1.70-£2.70).

Christmas activity by Prince Matchabelli this year also includes the launch of individual Cachet eau de toilette sprays (12.5ml, £1.85) in redesigned packaging which features throughout the Christmas range of coffrets (2).

The Sassoon Essentials gift set (3) (£3.85) is a Christmas suggestion from the Sassoon Company. It contains moisturising creme, finishing rinse and protein hair remoisturising creme.

Also suitable for Christmas are the Zendiq eau de toilettes, atomisers, gift bag and towels (4) which form part of the Zendiq range for men (£1.95-£5.95).

Gifts with widespread popular appeal include the whimsical Betsy Clark characters which appear in a Fassett & Johnson range (5) consisting of talc (100g, £1.25), bath bubbles (155ml, £0.99), talc and soap gift set (£1.99) and "soap shoppe" of three



75g soaps (£1.49).

To keep the Charlie teddy bear company this Christmas, Revlon now have available a cuddly kangaroo (6) Each toy has a 60g concentrated cologne spray.

Finally a Max Factor suggestion for Christmas is their seven Maxi make-up gift sets (7) containing various shades (£2.03-£6.18).



7



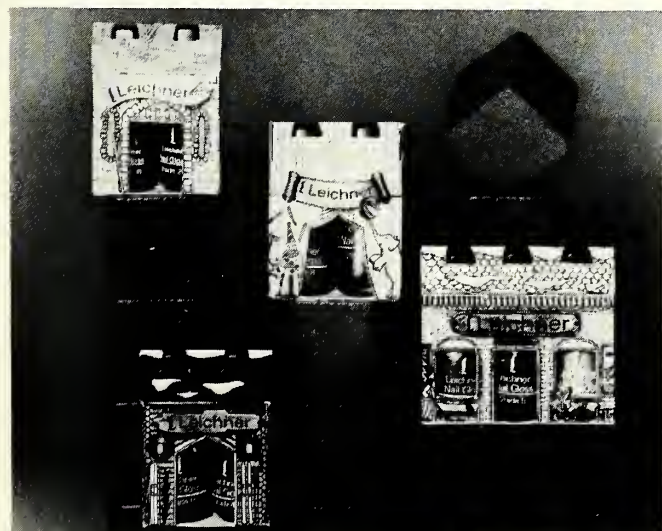
MORE CHRISTMAS GIFTS



Goya will again have available a Christmas merchandiser (1) this year containing three of each of the four classic perfume essences in individual snow boots (3.5ml, £1.25).

Restyling and repackaging are the key points of the six Tabac Original gift packs (2) for this Christmas (£3.25-£5.50). Also available is a toilet bag complete with after shave, body talc and face cloth (£7.95). Individual items in the range will be available with gift tags.

With the increasing popularity of personalised gifts, Grossmith are introducing a range of transfer soaps (3)



based on the twelve signs of the zodiac (85g, £0.99).

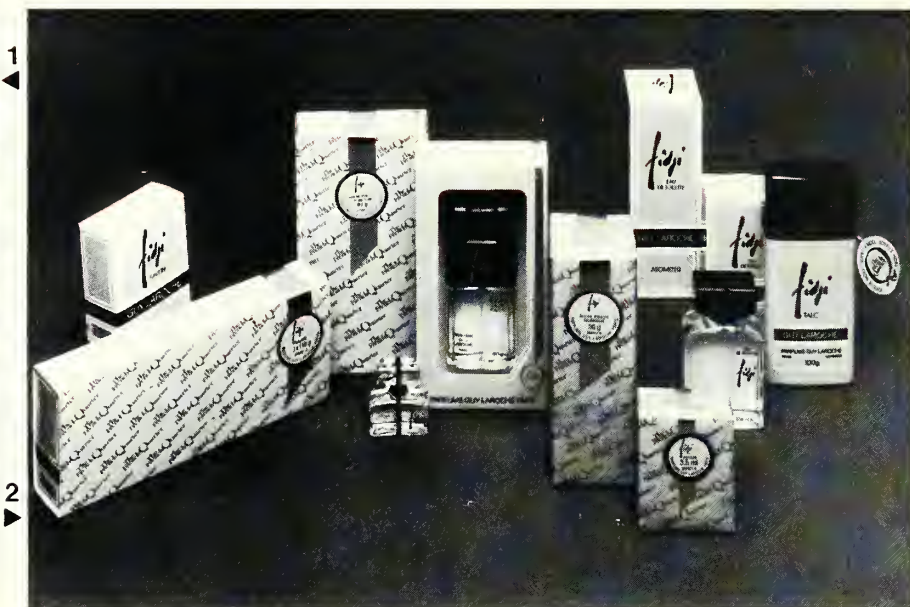
Prince Matchabelli this Christmas have repackaged each of their Aviance (4) and Cachet ranges in four new combinations (£4.95-£11.95) and introduced individual novelties of Aviance eau de toilette atomisers (12.5ml, £2.25) and Cachet eau de toilette sprays (12.5ml, £1.85).

A collection of fine novelty dwellings is part of the Leichner contribution for Christmas (5). Comprising shade combinations of 12 nail glosses in duo and trio packs (£1.58 and £2.37) the buildings range from a log cabin and circus tent to a country mansion and medieval castle.

Finally from Houbigant (6) there are two new Houbigant Musk gift sets of aftershave and spray deodorant (£8.50) and cologne, soap and spray deodorant (£12.00).



MORE CHRISTMAS GIFTS



A range of bath additives and soaps are available this Christmas from Franchise Fragrance. Flor Bath (1) comes in six varieties of bath crystals, five soaps and 12 bath gels (£0.30-£1.95). The bath gels in tubes are a new introduction this year and gift items are available in the range.

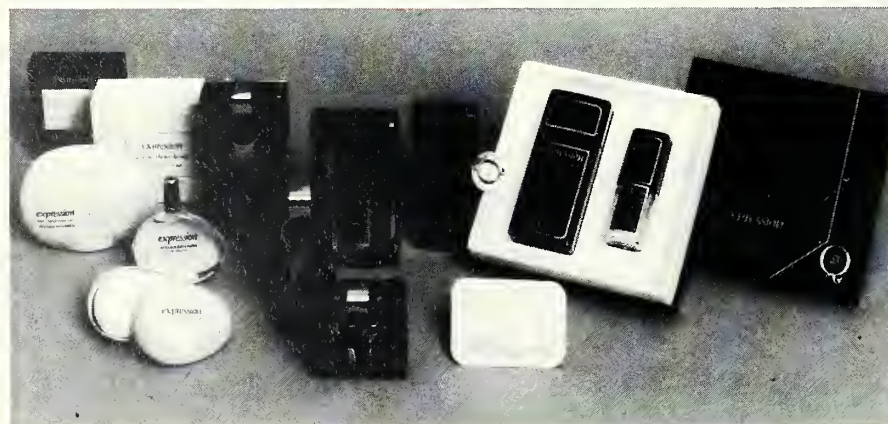
The French Quarter have both Christmas coffrets and individual lines available for all their ranges. Fidji (2) will be available in two coffrets (£6.50-£9.90) and five individual lines in seasonal wrap (£2.30-£6.75).

Expression (4) also comes in its own wrap and will be available in nine individual lines (£2.40-£13.50) and a coffret of atomiser and talc (£6.85).

Available nationally this year, for the first time, are three gift sets for Cie (3) in cream boxes with gold borders. These comprise a cologne spray and talc, a cologne spray and soap and a combination of the three (£4.95-£6.95).



Finally from Bronnley (5) there is a hand-made wooden cassette box containing soaps and bath cubes (£12.50). The box when empty can be used to hold 24 cassettes. ■





CASH & CARRY
39/55 PHILIP LANE,
TOTTENHAM, N.15

SPECIAL OFFERS PERIOD 9 18th AUGUST, — 12th SEPT, 1980

**Vo5
SHAMPOO**

300ml
PACK OF 6

2-23

SELL AT 59p
MAKE 27.5% P.O.R.

150ml
PACK OF 6

1-60

SELL AT 42p MAKE
26.9% P.O.R.

**ALBERTO
BALSAM**

250ml SHAMPOO

PACK
OF 6

3-93

SELL AT 53p
MAKE 28.5%
P.O.R.

Vo5

300ml
H/SPRAY
PACK OF 6

2-95

100ml COND.
PACK OF 6

1-64

**SNUGGLERS
TODDLER SIZE**

CASE
OF 12

16-00

SELL AT 1.67
= 20.5%
P.O.R.

FRESH 'N DRY
190gm + 25% EX.

PACK
OF 6

2-45

**LONDON &
THE SOUTHS LEADING
SPECIALIST CASH & CARRY**

**COME AND SEE OUR FULL RANGE
OF TOILETRIES, HEALTH AND
BEAUTY AIDS CHEMIST SUNDRIES
AND PAPER PRODUCTS
ALL AT DISCOUNT PRICES.**

OPENING TIMES

Mon - Tues 8.30 am. - 7.00 pm.
Wed - Fri 8.30 am. - 5.00 pm.
Thurs (Late Night)
8.30 am. - 7.30 pm. N.B. Last
customer admitted one hour
before closing.

**WELLA
HAIR SET**

100ml + 50% EX.
FREE

PACK
OF 6

3-29

ANDREWS

4oz SMALL
PACK
OF 12

3-29

MAXI-DRY

PACK
OF 12

5-22

SELL AT 59p
= 15% P.O.R.

**New
Range
'CONSTANCE
CARROLL'
COSMETICS**

NAIL POLISH
TRAY OF 36

4-10

LIPSTICKS
TRAY OF 48

7-32

DETTOL

500ml
PACK OF 12

6-10

250ml
PACK OF 12

3-90

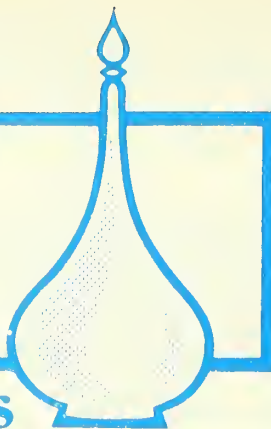
**ALL PROMOTIONAL OFFERS
SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE**

E & O E

C&D
1980

Chemist Assistant Of The Year COMPETITION

JOINTLY
SPONSORED BY **NPA Products**



Regional finals — over 150 chosen

The regional finalists have now been decided for the *Chemist & Druggist* Chemist Assistant of the Year Competition. The first three winners at each of the 17 regional heats will be presented with cheques for £100, £50 and £25.

The competition is jointly sponsored by *Chemist & Druggist* and Independent Chemists Marketing Ltd. Dates and venues for each final are given below each group of finalists. The winners of the regional heats will go forward to a grand final at the Heathrow Sheraton Skyline Hotel on November 27. Here, the national prizes are £1,000, £500 and £250.

Contestants were selected for the regional finals from their entry forms where they had to answer correctly six questions on working in a pharmacy. The seventh question asked them to say, in no more than 30 words, what qualities they thought the judges would expect of the chemist assistant of the year. A few of the answers are printed on the following pages—though inclusion does not signify any special merit.

Northern Ireland

Mrs Barbara Addis
(Donaldson & Lee Ltd, 25 Strand Road, Londonderry).
Miss Linda Carson
(V. Corrie, The Inns Pharmacy, 77 Saintfield Road, Belfast).
Celia Ann Law
(Eden Pharmacy, 82 Bridge Street, Portadown, Northern Ireland).
Miss Patricia McAleavey
(Parkes Pharmacy, 9 Bridge Street, Banbridge, co Down, Northern Ireland).

Mrs Vera Millar
(W. G. Hamilton (Chemist) Ltd, 907 Crumlin Road, Ballysillan, Belfast).
Mrs Anne Mills
(Busby's Chemist, T. W. Creswell, 79 Duncairn Gardens, Belfast 15).
Mrs Meryl Neill
(D. P. Baird, 136 Sandy Row, Belfast).
Mrs Ruth Simpson
(T. G. Eakin, 967 Upper Newtownards Road, Dundonald).
Mrs Yolanda Starrett
(J. C. Gouks, 55 Mill Street, Comber).
Regional final on November 5. Venue will be announced later.

West Scotland

Mrs Agnes Frame
(J. Gardner & Sons, 101 Cowgate, Kirkintilloch).
Miss Margaret Hawthorn
(H. Neil Watson, Bannockburn Buildings, Torbert, Argyll).
Mrs A. C. Heaney
(A. Bryson, 34 Main Street Village, Cumbernauld).
Mrs Elizabeth McCall
(R. W. McConnell & Son, 27 Mahchline Road, Hurlford, Ayrshire).
Miss Sandra McQuitter
(Bannermans Pharmacy, 1851 Paisley Road West, Cardonald, Glasgow).
Mrs June S. Parker
(Murdoch Chemist Ltd, 118 Shore Street, Gourrock, Renfrewshire).
Miss Carolyn Shaw
(W. L. C. Imrie, 41 Sinclair Drive, Glasgow).
Mrs Elizabeth G. Stevenson

(Fisher Chemist, 122 Main Street, West Kilbride, Ayrshire).
Miss Jean White
(F. A. Parkinson (Chemists) Ltd, 7 Moss Street, Paisley, Renfrewshire).
Regional final at Central Hotel, Glasgow, October 21, at 2.30 pm.

East Scotland

Miss Agnes Bissett
(C. & A. Campbell, Chemist, 7 Market Place, Pittenweem, Fife).
Miss Mary R. Black
(James White, Main Street, Stoneyburn).
Miss Margaret Brown
(H. B. Ness, 1 South Bridge Street, Airdrie).
Mrs P. Cameron
(E. Brindle Chemist, 190 Morrison Street, Edinburgh).
Mrs M. Devlin
(H. B. Ness Chemist, 1 South Bridge Street, Airdrie).
Mrs Betty Henderson
(J. F. Dallas (Noble Chemist), 1 Gladstone Place, Edinburgh).
Annette Spence
(Forbes Johnston Ltd, 114 Whitfield Drive, Dundee).
Heather Wood
(J. J. Shaw (Chemist), 6 Church Street, Eyemouth).
Regional final at The Commodore Hotel, Edinburgh, October 22 at 5 pm.

North West

Mrs Heather Fisher
(W. Doherty Pharmacy, 16 Crescent Road, Windermere, Cumbria).
Miss S. Hardisty
(B. C. Raistrick P.O. Pharmacy, Hawkshead).
Mrs Sheila Hartley
(W. Doherty, 16 Crescent Road, Windermere, Cumbria).
Mrs M. Jackson
(T. B. Leach, Chemist, 48 Newtown Road, Carlisle).
Miss Elizabeth M. Johnston
(James Walker (Annan) Ltd, 37 High Street, Annan).
Mrs C. Lister
(W. Gourlay Ltd, 35 Jane Street, Workington).
Miss Julie Marlow
(Bowmans Chemist, 6 Petteril Bank Road, Haraby, Carlisle).

Miss Judith Thomlinson
(A. J. Eves Ltd, 37 High Street, Wigton).
*Regional final at The Trout Hotel,
Cockermouth, October 15 at 5 pm.*

North East

Mrs Margaret Cussons
(W. H. Richards Ltd, 105 Stockton
Road, Hartlepool).
Mrs Lilian Dawson
(A. McOlvin-Laws, 30 Benton Road,
High Heaton, Newcastle-upon-Tyne 7).
Miss Sandra Hick
(Gardner & Wedden, Coatsworth Road,
Gateshead-on-Tyne).
Mrs Shirley Lonsdale
(R. A. S. Brown Chemist, 28 Church
Street, Seaham, co Durham).
Mrs Jeanette Lumley
(Mrs B. Miller, 38 Market Street,
Ferryhill, co Durham).
Mrs Doreen Pitkeathley
(Wilson The Chemist, 43 Regent Street,
Blyth).
Miss Sandra Smith
(C. E. Peirs, 8 Albion Road, North
Shields, Tyne & Wear).
Mrs A. Teal
(A. Wilson Ltd, 43 Regent Street,
Blyth, Northumberland).
Miss K. Waddell
(R. Whitfield, 93 High Street, Easington
Lane, Tyne & Wear).
Mrs E. Winn
(A. Wilson Ltd, 19 Front Street,
Monkseaton).
*Regional final at Five Bridges Hotel,
Gateshead, October 8 at 5 pm.*

West Yorkshire

Mrs J. M. Armstrong
(R. Sturges Ltd, 99 Lidget, Oakworth,
Keighley).
Mrs Janet Andrews
(B. Currie, 1 Crag Road, Windhill,
Shipley).
Miss Jane Deadman
(St James Pharmacy, 4 St James Road,
Halifax, West Yorkshire).
Miss Liz Groves
(N. K. & M. E. Berridge, Cross Hills
Pharmacy, 12 Main Street, Cross Hills,
Nr Keighley).
Miss Teresa Helliwell

Qualities expected of the assistant of the year . . .

"A pleasing personality and well-groomed appearance. To be fully conversant with available products and capable of advising as required. Ability to communicate with people of various ages and lifestyles." (Yorkshire).

(Harmans Chemist, 29 High Road, Well
Lane, Halifax).
Miss Angela Holmes
(J. Buchanan, 89 North Street,
Keighley).
Miss Julie Moon
(Mr M. J. Almond, 80 Newhey Road,
Oakes, Huddersfield).
Mrs Halina Smith
(Messrs Bruce W. Moss Ltd,
71 Pack Road, Bradford 5, Yorkshire).
*Regional final at the Victoria Hotel,
Bradford, October 30, at 5 pm.*

Yorkshire, Lincolnshire & Humberside

Miss Joan E. Benyon
(N. Smithson, 1 St Johns Terrace,
Ashcroft Road, Gainsborough, Lincs).
Mrs Jane Mary Currie
(B. N. Jackson, 19 Springs Lane, Ilkley).
Mrs Joan R. Gillatt
(S. Barrit, 37 Chanterlands Avenue,
Hull).
Miss Karen Myers
(Allan J. Marks (Chemist) Ltd, 38 High
Street, Knaresborough).
Mrs E. A. Nappo
(Selles Chemist, 32 Market Place,
Wetherby, West Yorkshire).
Mrs Mandy Pownall
(Whitelegg Chemist, 85 Leeds Road,
Harrogate, North Yorkshire).
Miss Gillian Ramsay

"Personality, efficiency, tact and understanding. An ability to deal with all kinds of people, to be knowledgeable about products and to be able to display them to their best advantage." (S. England)

(G. F. Hird & Son Chemist, 187 High
Street, Northallerton, North Yorkshire).
Mrs Rosalie Robinson
(J. Barrit, 37 Chanterlands Avenue,
Hull).
Mrs Elsie Walker
(Brian S. Lake, Station Road, Burley in
Wharfedale).
Miss A. Woodall
(R. C. Hall, 464 Holderness Road, Hull).
*Regional final at the Chase Hotel, York,
October 29, at 5 pm.*

Greater Manchester & Lancashire

Mrs Jane Aucott
(NuPharm Chemist Ltd, 9 Clarendon
Street, Hyde, Cheshire).
Margaret Berry
(J. H. Bridge, 133 Bennetts Lane,
Bolton).
Mrs Patricia Craven
(Goulds Pharmacy, 12 The Merion

Mrs Ann Pye
(Allan Dale, 28 King Street, Delph).
Mrs Moyra Strangeway
(Myrtle Pharmacy, 4 Myrtle Street,
Liverpool).
Miss Janet Wallwork
(C. S. Fletcher Ltd, 263 Eccles New
Road, Salford).
*Regional final at the Belgrade Hotel,
Oldham, September 24, at 5 pm.*

North Wales, Cheshire & Wirral

Mrs A. F. Douglas
(J. D. Hollins, Chemist, 66 Old Chester
Road, Great Sutton, Ellesmere Port).
Mrs Elaine Hayes
(Red Hall Pharmacy, Englefield Avenue,
Connahs Quay, Clwyd).
Miss Margaret Jones

(Miall Jones Ltd, 33 Terrace Road,
Aberystwyth, Dyfed).
Miss Diane Lance
(Harrison Brown Chemist, 57 Whitby
Road, Ellesmere Port).
Mrs Lillian May
(Woodfield Cooke Ltd, 56 Hoylake
Road, Birkenhead).
Mrs Ruth Parnell
(C. N. Ashton, 9 New Chester Road,
New Ferry).
Miss Collette Roberts
(L. Rowland & Co. Ltd, 28 High Street,
Coedpoeth, nr Wrexham).
Mrs Ruth Roberts
(G. Parry, The City Pharmacy, High
Street, St Asaph, Clwyd).
Mrs S. Roberts
(Ivor R. Rowlands, The Pharmacy, 370
Abergele Road, Colwyn Bay).
Mrs Jenny Turner
(G. O. Howells Ltd, High Street, Hadley,
Telford).
*Regional final at Plas Madoc Leisure
Centre, Wrexham, September 3 at 6 pm.*

West Midlands & Wales

Mrs Gillian A. Brace
(R. J. & E. C. Newman, Broad Street,
Newent, Glos).
Mrs Evelyn D. Dicker
(John Frost Ltd, The Parade, Sutton
Coldfield, West Midlands).
Mrs Hazel Edge
(D. M. Hibbard Ltd, 938 Walsall Road,
Great Barr, Birmingham).
Mrs Jean M. Glaser
(Hall Green Pharmacy, 1138 Stratford
Road, Hall Green, Birmingham).
Mrs Olive E. Knight
(Astwood Pharmacy, Astwood Road,
Worcester).
Miss Sally Locke
(Badham Chemists Ltd, 102 Whaddon
Road, Cheltenham).
Miss Andrea Elizabeth Morris
(Thomasons (Campden) Ltd, High Street,
Chipping Campden, Glos).



Mrs D. M. Nicholls
(M. Rawlings, 18a High Street, Llandaff, Cardiff).
Mrs Sheila Stallard
(T. H. Jarratt, 206 High Street, Lye, nr Stourbridge, West Midlands).
Miss Judith Tinley
(W. W. Price Ltd, 24 Comberton Hill, Kidderminster, Wores).
Regional final at The Queen's Hotel, Cheltenham, October 2 at 5 pm.

North Midlands

Mrs Carol Clutton
(E. S. Vigrass, 18 Ball Haye Street, Leek).
Mrs Valerie Bates
(Hugh Hitchin Ltd, 71 Derby Road, Long Eaton, Nottingham).
Mrs N. Dughan
(P. H. Locker, 16 Borough Road, Burton-on-Trent, Staffs).
Mrs H. L. Grant
(Harts Chemist, 22 Chapel Street, Spondon, Derby).
Mrs D. Samways
(Barton Pharmacy Ltd, Main Street, Barton-U-Needwood).
Mrs Barbara Smith
(Jack Britton Chemist Ltd, 69 High Street, Long Eaton).
Mrs Joan Taylor
(P. J. Singleton, 114 Cotmanhay Road, Ilkeston, Derby).
Miss Sharon E. Turton
(J. W. Barber, 261 Chesterfield Road, Sheffield).
Miss Beverley Wright
(Lewis & Roberts Ltd, 185 Lough Borough Road, West Bridgford).
Miss Yvonne Wright
(P. J. Singleton, 114 Cotmanhay Road, Ilkeston, Derbys.).
Regional final at the Post House, Sandiacre, October 1, at 5 pm.

South Midlands

Mrs Margaret Aslett
(A. P. Sampson, 57 High Town Road, Luton).
Mrs Patricia Bithrey
(W. Steele, 10 Market Square, Higham Ferrers, Northants).
Mrs Nancy Brunt
(M. J. & V. O. Duncan, 318 Walsgrave Road, Coventry).
Miss Anne Elizabeth Burton
(R. A. Hopkins, 615 Hitchin Road, Luton).
Mrs Rosemarie Lewis
(Maggs Chemist, 9 Humber Road, Stoke, Coventry).
Mrs Dorothy M. Longley
(M. K. Chemist, 106 Serpentine Court, Bletchley, Bucks).
Miss Evelyn McClimens
(R. A. Hopkins Ltd, 60 Denbigh Road, Luton, Beds).
Miss Lisa Jane Pritchard

(Leslie Bonham (Chemist) Ltd, 88 King William Street, Coventry). Midlands).
Regional final at Westone Hotel, Weston Favell, Northampton, September 10 at 5 pm.

East Midlands

Miss Helen Barltrop
(G. Walkers, 17 Hay Place, Spalding).
Mrs Phyllis Berman
(Berman (Chemist) Ltd., 14 Allandale Road, Stonegate, Leicester).
Miss Angela Fox
(Illiffe & Sons, 29 Market Place, Nuneaton).
Mr Christopher Johnson
(Beirne & Watts, 39 Barrack Road, Northampton).
Mrs Angela Henshaw
(A. T. Brodie, 13 St Mary's Street, Stamford, Lincs).
Mrs D. J. Mody
(Jitwins Chemist, 80 Hastings Road, Leicester).
Miss T. M. Woods
(C. D. & M. V. Ross, 19 North Street, Bourne, Lincs).
Mr Michael Wright
(Beirne & Watts, 17 Stamford Road, Kettering).
Regional final details to be announced.

East Anglia

Mrs Norma Billham
(Collins of Norwich, 25 The Walk, Norwich, Norfolk).
Miss Penny K. Coventon
(P. C. Munt, 100 High Street, Southwold, Suffolk).
Miss Julie Harvey
(R. F. & P. O. Scarborough Chemists, 120 St Peters Street, Lowestoft).
Mrs Hilary Hutchinson
(G. Snell Chemist, Mundesley).
Mrs Irene Jackson
(J. M. Brunt la High Street, Brandon).
Miss Elizabeth Lillie
(Northtown Pharmacy, 45 Caister Road, Great Yarmouth, Norfolk).
Mrs Ellen Smith
(F. N. Webb Ltd, 16 Queen Street, Southwold, Suffolk).
Mrs Kathleen Wright
(Rees T. Coghlan (Norwich) Ltd, 562 Dereham Road, Norwich).
Regional final at Hotel Norwich, Norwich, August 28 at 5 pm.

South West

Mrs M. T. Carter
(Evercreech Pharmacy, Evercreech, Shepton Mallet, Somerset).
Mrs S. Chambers
(J. O. Llewelyn Ltd, Trinity Square, Axminster).
Mrs Elizabeth Davis
(Holman Ham & Co, 8 North Street, Ashburton, Devon).
Mrs Vivienne Peryer
(Watcombe Pharmacy, 69 Fore Street, Barton, Torquay, S. Devon).
Miss Bridgett Puddicombe
(Cherrybrook Pharmacy, Cherrybrook Square, Paignton, S. Devon).
Mrs Patricia Rogers

(D. & B. Washington Ltd, 45 Fore Street, Kingsbridge, S. Devon).
Miss Lynn Martell Scholey
(Mr A. C. Wood, 5 Broad Street, Modbury, S. Devon).
Mrs W. Stark
(R. Holden, 21 Kingston Road, Taunton).
Mrs Joy Wafforn
(Stow & Purser, 95 Queen Street, Newton Abbot, Devon).
Regional final at Royal Clarence Hotel, Exeter, October 9 at 2.30 pm.

Southern England

Mrs. Patricia M. Deakin
(D. J. H. Palmer, 173a Abbotsbury Road, Weymouth, Dorset).
Mr Andrew Gibson
(Peter Gibson Chemists, 123 Rowlands Road, Worthing).
Mrs Barbara Hammersley
(P. Winstanley, 53 Donkin Hill, Caversham, Berks).
Mrs Joan Hedges
(G. Morgan Ltd, Shalford Pharmacy, 8 Kings Road, Shalford, Guildford, Surrey).
Mrs E. D. Parnell
(P. Gamblin, 147 Rowner Lane, Gosport).
Miss Miranda Christine Perkins
(Meadowell Ltd, 4 Lower Earley Centre, Reading).
Mrs D. M. Roberts
(P. Gamblin, 147 Rowner Lane, Gosport).
Miss Helen Russell
(H. Withnall Wain (Andover) Ltd, 6 Bridge Street, Andover).
Mrs. Lorraine Ryvers
(Whittakers Chemist, 5 The Colonnade, Woolston, Southampton).
Mrs Hazel Thomas
(Plumb's Chemist, High Street, Bishops Waltham, Hants).
Regional final at Wessex Hotel, Winchester, October 8 at 2 pm.

London

Mrs Satnam Chana
(Spivack Pharmacy, 369 Church Lane, London NW9).
Mrs Avril Cruse
(Ashworths Chemists, 64 High Street, Ruislip, Middlesex).
Mrs Doreen Fox
(L. C. Lawrence, 2 Birchwood Parade, Woodside Drive, Wilmington).
Miss Joan Glassman
(Markham Pharmacy, 138a Kings Road, Chelsea, London SW3).
Miss Jacquelyn Jones
(Worthbrook Ltd, 219 St Albans Road, Watford).
Mrs Pauline Lovegrove
(Godfrey Chemist, 4 Laindon Centre, Basildon, Essex).
Mrs Ena Melzack
(Dale (Kingsbury) Ltd, 533 Kingsbury Road, London NW9).
Mrs Christine T. Moore
(A. G. Morris, 37 Barfield Road, West Mersea, Essex).
Miss Angela Parsons
(Perry Haston Ltd, 48 Vicarage Farm Road, Heston, Hounslow).
Miss Amanda Reeson
(Ormay Chemist, 188 Bexley Road, Erith, Kent).
Regional final at Charing Cross Hotel, The Strand, September 18, at 5 pm.

Retailers' rights on faulty goods

Except in very rare circumstances it is not possible any longer for customers to sign away their legal rights. That is to say goods should be fit for the purpose for which they are sold and if they are not then the customer has a legal remedy against the retailer. However many pieces of paper the customer signs, no agreement made between the retailer and the customer can take away the rights of the latter. What is perhaps not so clear is the rights of the retailer against the manufacturer.

Like the customer, the retailer has certain rights against the manufacturer who supplies faulty goods. The law says that the manufacturer should only supply goods that are of merchantable quality. But there is a significant difference in that in an agreement between manufacturer and retailer, the right of the retailer to claim because faulty goods are supplied can be excluded.

If the retailer then wishes to remedy the wrong he can go to court and sue for a breach of contract but he must be able to show that the taking away of his rights was imposed in circumstances where it was not fair and reasonable to do so. The retailer would have to show that his position was so weak in relation to the manufacturer that he had no choice but to sign away his rights. He could do this, for example, by showing that the manufacturer was in a monopoly or near monopoly position.

It will be the court that will decide whether it was reasonable of the manufacturer to oblige the retailer to give away certain of his rights.

It is important, therefore, both for manufacturers and retailers to clarify whether or not any rights are being excluded to avoid future difficulty.

'Limited' insurance

Many businesses which are owned by an individual or a partnership sometimes find it important to transform the ownership of the business into a limited company.

Often overlooked is the need to inform the insurers of the property, or vehicles, of the business that this change has taken place. Indeed it is

preferable to do this while the formalities for the change are proceeding.

Once the change has taken place, the original business has ceased to exist and a new one has come into being. Unless there are provisions in the policy to cover a particular business and/or its "successors in title" to the property of that business, then there could be a great deal of difficulty should the need for a claim arise. In law, the policies could even be declared null and void if no transfer of the policies to the name of the new business has not taken place.

Your solicitor or accountant should take care of this aspect of the transfer but it is well worth your while checking to ensure that this has been done.

Jury service

With the extension of the liability for jury service to virtually the whole of the electorate, any member of staff or director or the owner of a business can be called for jury service. This might mean an absence from work of a key person in the business for two or three weeks.

There is very little that can be done to avoid jury service altogether. Ill-health supported by a medical certificate to the effect that it would be detrimental to a person's health for him to sit in a jury box for several hours a day would excuse a person from service. Then there are persons who are disqualified, for example magistrates.

However, if a key member of the firm who is fit and able and who is not otherwise disqualified is called for service, a letter could go to the court addressed to the official sending the notice asking for a postponement on business grounds with reasons stated. Usually (although not always) this will be granted on one occasion, and sometimes twice.

If a trial is to take place which it is judged will last several weeks then the individual should ask to be excused from that particular case on the grounds that he is essential to the running of the business. This request will usually be granted.

Health and safety enforcement

The running of any business can be seriously affected if a health and safety enforcement officer uses his powers to issue what are known as "improvement" or "prohibition" notices.

Under the rights conferred upon him by law, an enforcement officer can serve a notice on the business giving his opinion that a person in the business is contravening certain of the safety, health or welfare regulations and ordering him to remedy the situation within a stipulated period.

For example, a business may not be laying on a supply of drinking water for the staff or not complying with the rules about heating or ventilation. The enforcement officer after giving a warning may find that nothing has been done. In this case he will issue a formal notice and if there is still no action the person on whom the notice is served can be fined.

If that person feels that the requirement placed upon him is unreasonable in the light of the regulations he can appeal to an industrial tribunal which can cancel the order or modify it or confirm that the enforcement officer was correct.

Much more serious can be the issue of a prohibition notice. If there is an activity going on in the business which the enforcement officer believes is in contravention of any of the health, safety and welfare regulations and that this contravention involves a risk of serious personal injury then he can serve a notice ordering the stopping of that activity.

A period of time may be given but if the enforcement officer is of the opinion that the risk of serious personal injury may be imminent, then the notice will have immediate effect. Again there is a right of appeal to an industrial tribunal, but a prohibition notice can bring a business to a complete halt.

These notices are the last resorts of the enforcement officers. Usually a discussion with the business on an informal basis will take place and unless it seems that a serious injustice is being done, it pays for a business to take heed of this advice.

■ Subscribers have inquired if there is an age limit for employees who are eligible for unfair dismissal and/or redundancy payments (*C&D*, July 5, p17)—those over retirement age are not eligible. ■

Contributed by a barrister

COUNCIL REPORT

Pharmaceutical Society of Great Britain

Controversy over PR spending

The Pharmaceutical Society's director of public relations wants to expand his unit by one part-time and three full-time members of staff. The total salaries and fee involved would be £26,000, the Society's Council heard at this month's meeting.

In proposals submitted to the Organisation Committee, the DPR emphasised that if an effort was to be made to modernise the Society in public relations terms, resources should be provided. He added that he faced an impossible situation where, on the one hand there was an intense demand from the membership to increase public relations activities, and on the other hand he lacked the resources to fulfil that demand.

The president, Mr David Sharpe, said that one constant criticism from the membership via branch meetings was the need for greater public relations activity. Council, in representing members' interests, should therefore provide the necessary resources.

After a lengthy discussion, it was unanimously agreed by the Committee that there was a need for expansion of the Society's PR function along the lines set out in the DPR's paper. It was accepted that the expenditure of £26,000 represented only part of the cost involved, and that the total cost could be in the region of £50,000. However, the president pointed out that that cost would still only approximate to less than £2 per member.

It was noted that the problem of accommodation could possibly be resolved within nine months and it was also suggested that the proposed additional staff should include some pharmaceutical expertise.

The Committee recommended that implementation of a public relations programme as outlined in the DPR's report be approved.

However, Mr J. C. Bloomfield opposed the recommendation as treasurer of the Society. There would be an immediate expenditure of about £26,000 and other additional costs—NHS contributions, equipment, premises, and so on—could bring total expenditure to around £50,000. He reminded Council that the proposals

for increasing the fees for 1981 were made on the basis that there would be no expansion of the Society's activities. There would already be a slight deficit by the end of 1981 and if the Society spent a further £50,000 now, it would be necessary to consider an increase in fees for 1982.

There was some sympathy with the policy being put forward of extension of the public relations department, he continued, but it was being put forward as a composite package. That was unfortunate, because Council had either to accept or to reject it in its present form unless it was referred back to the Organisation Committee.

Also included in this year's PR estimates were the additional grants to the branch and regional Press officers, amounting to some £9,000 as additional expenditure. In addition, the recent, very successful seminar had cost about £3,500, of which the Society had paid roughly £2,500, which had not been included in the expenditure for 1980. And on the DPR's recommendation, leaflets had been produced which had cost about £1,300. Such expenditure had not been included in the estimates for 1980 but Council had decided, because of the value to the membership and to the Society, that such expenditure should be allowed.

So, continued Mr Bloomfield, there was an expanding programme which came to Council on an *ad hoc* basis through the public relations department; but there was now a package which the Council was asked to approve amounting to something of the order of £50,000.

The branch representatives' meeting had called on Council to have a more aggressive publicity programme for pharmacy but there was nothing in the resolution about the expansion of the public relations department.

If at that stage he had indicated as treasurer that an expansion would cost the membership about £50,000, he wondered whether the motion would have been passed.

Mr C. C. B. Stevens said that while Council no doubt sympathised with the desire to increase good public relations, it was presented with a package. If the vote went in favour, the Council had to accept the package as it was. If the vote went against, Council rejected not only the package but also the principle, which they did not want to do. He moved that the recommendation should be referred back so that the principle was not lost, and so that a more detailed and possibly progressive programme could be brought forward later in the year

when the Privy Council's response to the current proposals on the fees was known.

Mr Gordon asked Council to accept the principle of the need for an examination of public relations, and a possible expansion of the public relations department, and to refer back to the Organisation Committee discussion on the means of so doing. The motion to refer the recommendation back was carried.

The Organisation Committee was reminded that in May 1979 the Council had authorised, for a 12-month trial period, financial grants for public relations purposes to branches and regions. From the replies of 100 branches it appeared that the grants had been effectively spent.

Mr J. E. Balmford expressed regret that the progress report did not show any progress as far as he could see, and it was surprising that no details were given of how branches spent the grant. He asked why no detailed report appeared in Council papers.

Mr Gordon, the Organisation Committee chairman, replied that the Committee was satisfied with Mr Paul's report. The information would be laid before the Council when it was completed.

Postal sales

The Society is to prepare a draft amendment to the Statement upon Matters of Professional Conduct, prohibiting the advertising of postal sales. The draft will be put before the next annual meeting, and in the meantime Council is to regard as unethical the advertising of postal sales of pharmacy only, and pharmacy and merchants list, animal health products.

Discussing a paper on control of postal sales the Ethics Committee noted that the Law Department considered that postal sales of medicines not on the General Sale List might not be unlawful, provided that supervision by a pharmacist took place at the time that the goods were appropriated to the order of the purchaser. Making it "unethical" for pharmacists to sell such medicine through the post could cause difficulties, so the Ethics Committee agreed that it should be made unethical to advertise postal sales, while still permitting such sales to be made, subject to any legal restraint.

Council agreed that an amendment to paragraph 11 of the Statement upon Matters of Professional Conduct, prohibiting the advertising of postal sales, should be drafted.

- Council has decided that it has no objection to the use of the word "chemist" in the advertising of industrial first aid kits provided they are advertised to industrial users only.
- The Society is to object to a proposal for the production of an open/closed pharmacy sign bearing both commercial advertising and a reference to NHS dispensing services.
- Council considered a circular from the Department of Health, concerning the reorganisation of the health service in England, and noted that the regional health authorities would have to satisfy themselves that the management arrangements proposed by each district health authority met the requirements of the circular. It was decided to write to RHAs urging the appointment of full-time district pharmaceutical officers or, where necessary, shared posts between districts. Council decided to seek, from the Secretary for Social Services, clarification of his recent statement that pharmacists might be accountable to the district administrator in the light of his general acceptance of the principle of professional accountability.
- The treasurer and the deputy secretary will represent the Society on a working group being set up by the chief pharmacist at the Department to consider the revision of existing pharmaceutical advisory machinery in the light of the present reorganisation of the health service.
- The Society is to join the UK interprofessional group together with a sub-group of that organisation called Eurasoc at a combined cost of £1,600 a year.
- Pharmacies in which tobacco products are sold will not in future be accepted as suitable for the training of pre-registration graduates, Council decided.
- Council has accepted in principle that the concept of distance teaching should be acceptable for the purposes of Part II NHS funding.
- The Mersey, North East Thames and Trent Regional Health Authorities have agreed to establish pharmaceutical post-graduate education committees. Mrs Leigh, Mrs J. Gilbert and Mr C. R. Hitchings respectively are to represent the Society on these committees.
- Council agreed that ten copies of a new tape/slide presentation, "Medicines with respect", should be prepared at a cost of £750.
- The Society's winter gifts for annuitants and beneficiaries are to be made this year in the same amounts as in 1979. The grants have not been increased because contributions to the Benevolent Fund have not been increasing.
- A meeting is to be held with the Medicine Inspectorate to discuss, among other things, the purchase and analytical control of incoming raw

materials, the environmental control of clean rooms, and stability testing.

- Council is to make representations to the Department of Health seeking the abolition of bulk prescribing of medicines in residential homes.

- The Society is to support a proposal that the British Standard Specification for rubber closures for injectable products (BS 3263: 1960) should be revised.

- The Society has amended its recommendations for pricing private prescriptions, counter-prescribed preparations and emergency supplies of Prescription Only Medicines.

On the recommendation of the general practice sub-committee, Council agreed to a revised scheme which includes substantial fee increases. The card describing the scheme is to be circulated to all

general practice pharmacies, as previously. In addition, a second reprint of the card, incorporating a further increase in the fee for extemporaneously dispensed mixtures, will be circulated during February 1981.

- Council received a report of its survey of health centres providing a pharmaceutical service. A copy of the report has been sent to the Pharmaceutical Services Negotiating Committee for consideration.

- The British Medical Association has accepted the Society's invitation to meet to discuss the standardisation of prescribers' directions.

- The Society's guide to good dispensing practice is to be amended to ensure that dispensary refrigerators are not used for storing food and drink. ■



**INTERNATIONAL
LABORATORIES
LIMITED**

Pharmaceutical Manufacturers

CHARWELL HOUSE · WILSON ROAD · ALTON · HAMPSHIRE GU34 2TJ
Telephone ALTON 88174
Telegraphic PARMINTUS Alton

Dear Pharmacist,

COLLIS BROWNE'S MIXTURE

We firmly believe that the J. Collis Browne's product always has been and still is a most effective treatment for the range of symptoms for which it is indicated.

In recent years, the original Collis Browne's Compound preparation became the subject of abuse in a few areas around the country. The reason for this was not the morphine content, but rather the relatively high level of chloroform which it contained and this, probably for the taste alone, encouraged some individuals not to use the product for the purpose for which it was intended. As is often the case, the uncontrolled behaviour of the minority, caused the introduction of largely unnecessary restrictions for the majority, and a series of recommendations and regulations severely restricted the availability of the Collis Browne's Compound.

In 1977 a reformulated preparation, Collis Browne's Mixture, replaced the original Compound.

The new mixture was designed to retain the efficacy and acceptability of the original compound, but to exclude the abuse potential. These objectives we consider were effectively achieved, and we are now giving the product the level of support you have come to expect from International Laboratories Limited for their proprietary medicine range.

We know there are many users of the original compound product who, because of difficulties in recent years, are unaware that the new formulation mixture is available. We intend to let these people know, and would appreciate being able to depend on your support and hope you will now stock J. Collis Browne's Mixture.

The facts are that Collis Browne's Mixture is a pharmacy only medicine, i.e. ☒ and for the purposes of retail sale and supply, is exempt from Controlled Drug Regulations except for the need to retain invoices for two years. This is in line with many other pharmacy only medicines, notably those containing codeine.

Yours faithfully,

D. Merrington, B.Pharm., M.P.S.
Director

Mid-October date set for employment law changes

The timetable for the implementation of the Employment Act has now been published and the majority of its provisions will be in force by mid-October.

The changes to statutory rights of individual workers concerning unfair dismissal and the rights of return after maternity leave—perhaps the most important changes as far as small businesses are concerned—will come into force on October 1.

From that date, the size and administrative resources of the employer will be taken into account when deciding whether or not an employee was unfairly dismissed. Moreover, employers will no longer have to prove that they acted reasonably—this will be decided by the tribunal.

Firms with 20 employees, or less, will be exempt from the unfair dismissal provisions for any employee who has been employed for less than two years, but this exemption will cease if at any time during the two years the workforce exceeds 20 workers. Dismissal on account of trade union membership or certain medical grounds also nullify the exemption.

Compensation changes

The system of compensation awarded by industrial tribunals is changed and the basic award can be reduced in cases where the employee unreasonably refused an offer of reinstatement, or has acted unreasonably before the dismissal—if the action referred to is not connected with the reason for the dismissal. The minimum entitlement to two weeks pay also goes.

Employees will have a right to stop employers taking action short of dismissal in order to make them join a trade union. If a union is held to have put pressure on an employer to take that action, the union may be liable to pay some of the compensation due to the employee.

Return after maternity

Concerning women's rights to return to work after having a baby, the notification of intention to return will have to be in writing. The employer will be able to write to an employee not earlier than 49 days from the beginning of her expected week of confinement (or the date of her confinement) asking her to confirm her intention to return and informing her that failure to reply will lead to loss of her right to return. The employee must reply to that request within 14 days, or, if that is not reasonably practicable, as soon as reasonably practicable.

Also an employer is to be relieved of a claim for unfair dismissal if it is shown that: It is not reasonably practicable to reinstate a woman in her original job (for a reason other than redundancy) and suitable alternative employment is offered and she either accepts or unreasonably refuses that offer; when the employer employs five or fewer people, and it is not reasonably practicable either to reinstate the woman in her original

Duncan Flockhart's commemorative mailing sent under a first day cover stamp marking the 80th birthday of the Queen Mother

job or to offer her suitable alternative employment.

For the employee there will be a statutory right for pregnant women not to be unreasonably refused paid time off during working hours to keep an appointment for ante-natal care.

Other provisions of the Act include the encouragement of the wider use of secret ballots in trade union disputes. Lawful picketing is restricted to one's own place of work and other forms of secondary action are restricted.

The Secretary of State is also now enabled to publish codes of practice on guidance for improving industrial relations. Draft codes have so far been published on picketing and the closed shop and consultations on the papers is open until October 10. ■

Record 6 months as Bibby reach £4.5m

Despite difficult trading conditions in certain areas of their business, J. Bibby & Sons Ltd have announced another set of record half-time figures.

During the half year ended June 28, group pre-tax profits rose by 13.1 per cent from just over £4 million to £4.55m, on a turnover of £95.2m, compared with £88.8m in the first half of 1979.

Bibby say a better trading performance by the industrial group reflected improved manufacturing efficiencies at the edible oils division and a significant contribution from the hospital and laboratory supplies division, which was set up in January of this year following their full acquisition of Sterilin Ltd. Results from the agricultural group were close to the trading surplus achieved in the first half of 1979.

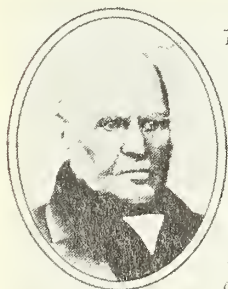
Commenting on the six months under review, Mr Leslie Young, chairman, expects that the pre-tax profits for the year as a whole should show further improvement, albeit at a lower rate than in previous years. ■

Unichem chairman urges commitment

The recently appointed chairman of Unichem, Mr Norman Sampson, has urged members to commit themselves fully to the cause of independent pharmacy and to remain alert to the pressures brought by changes in the market place.

In a letter to all members he says that the "whole future of independent general pharmacy is at stake", but that for the first time in many years the opportunity to gain remuneration on terms comparable to those enjoyed by the larger multiples is available. ■

Chemist & Druggist 16 August 1980



John Duncan
1780-1871

This commemorative mailing is sent to you in the spirit of goodwill and loyalty that is embodied in the popular acknowledgement of the 80th birthday of Her Majesty, Queen Elizabeth the Queen Mother.

Duncan Flockhart is especially happy to commemorate another auspicious anniversary in this month of August 1980. It is just 200 years since the birth of our founder, John Duncan. He became an eminent Scottish druggist and laid the foundations of our company in 1820. A decade later he was joined as a partner by William Flockhart. Their cornerstones were co-operation between the professions, quality, service and enlightenment.

Since then the company has changed in many ways. But every attempt has been made to honour the founding ideals and to continue to earn the loyalty and goodwill of our customers.

(DF) Duncan, Flockhart & Co, Ltd, London E2 6LA. Makers of fine pharmaceuticals since 1820



William Flockhart
1808-1871

Traumatic year over for Harris medical

The medical company of Philip Harris (Holdings) Ltd "has emerged from one of the most traumatic years of its 170 year history" says Mr N. H. Russell, chairman, in their annual reports and accounts.

Despite the collapse of RPM the company is in a stronger position than it found itself in March 1979, showing an improvement on the previous years return, but more importantly, he says, it has "consolidated its position in the market place".

The pharmaceutical wholesale and surgical appliance, instruments and equipment operations accounted for 43.4 per cent of sales compared to 27.5 per cent in 1979, and 14.5 per cent of profits, against 1.4 per cent in the previous year.

For the year ending March 31, 1980, the overall results were disappointing, with turnover falling from £13.8 million to £11.9 million and trading profit down from just over £1m to £411,000. But tax reliefs take the profit after tax up to £464,000 as against £664,000 in 1979.

The science educational companies suffered during the period with the

lack of any large export orders, but hopes are higher for the rest of the year. ■

No evidence origin marking needed

The retail trade considers there is no evidence that consumers need legislation on origin marking, and that it is invidious that the retailer should be required to incur additional costs by its implementation. In addition retailers feel that the categories of goods chosen for examination would provide a back door opportunity for import controls with which they disagree in principle.

These are the essential points of the Retail Consortium's comments on Mrs Sally Oppenheim's, Minister for Consumer Affairs, proposals to legislate for origin marking at POS and in advertisements on clothing, textiles, footwear, domestic electrical appliances and cutlery. Mrs Oppenheim recently announced her intention of preparing Draft Orders under the Trade Descriptions Act 1972 with the view of bringing them before Parliament in the autumn.

As yet the proposals only cover the five categories mentioned, but the

Minister says "I may add others when I have carefully considered all the implications."

The Origin Marking Bill (C&D, June 21, p1057—a private member's Bill and not a government one as stated), which required all goods sold in the UK to be origin marked, has failed to be read a second time. ■

Interferon licence

Wellcome Foundation Ltd and Sumitomo Chemical Co Ltd of Japan have entered into an agreement relating to the licensing of Wellcome technology for the manufacture in Japan of lymphoblastoid interferon.

Wellcome recently arranged to supply interferon to the Imperial Cancer Research Fund for use in clinical trials; in addition, Wellcome are conducting their own clinical studies. Sumitomo intend to start clinical trials in Japan with interferon supplied by Wellcome after consultation with the relevant authorities and hope to construct a plant for commercial production.

Both companies stress that for some time material will only be available for approved trials. ■

More Business News overleaf

To the Medical Profession

Synogist[®] shampoo

an effective safe alternative to selenium sulphide

ideal for greasy hair

Synogist[®]
is available through all
normal wholesale channels

Sole distributors are
FARILLON LTD BRYANT AVENUE, ROMFORD, ESSEX.
Tel: INGREBOURNE 71136

Maltown Limited
P.O. Box 53 Harrogate
North Yorkshire HG2 0NH England



THE CURE FOR WRITERS CRAMP

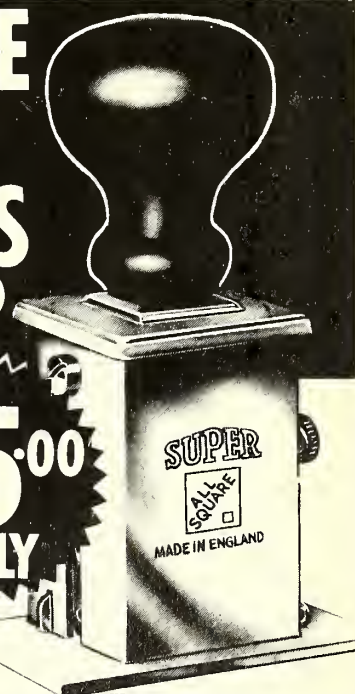
Now save yourself that tedious task of handwriting the date on every prescription impression you make. With the remarkable John T. Clarke pharmacy stamp. Incorporating not just the name of your pharmacy and address, but the date as well - with turning wheels for easy change for a full twelve years' ahead.

£15.00 ONLY

WITH DATING UP TO 1991!

- Strong Brass Construction - Hardy Chrome Plating
- Complete with Top Quality Black Ink Pad
- All for the Inclusive Price of Only £15.00 (inc P & P & VAT)

To order: simply send pharmacy stamp wording required, state full delivery address and enclose remittance. Please allow 21 days for delivery.



NAME **T. ROBINSON, MPS**
THE PHARMACY
DATE **23 MAR 1989**
ADDRESS **27 Middleton Road ALTRINCHAM**

Actual size of pharmacy stamp.

JOHN T CLARKE & SON LTD Established over 100 years

BATTERSEA ROAD, HEATON MERSEY, STOCKPORT, CHESHIRE, SK4 3EN.
TELEPHONE: 061-432 9451. TELEGRAMS: STAMPED STOCKPORT



Sunday trading injunction fails

Westminster City Council has failed in its action to bring an injunction against Whiteley's Departmental Store preventing them from opening on a Sunday. Whiteley's argued that Sunday opening would boost their flagging sales and claimed that many smaller shops in the area were already open on a Sunday. The store has not yet decided when it will bring its Sunday trading into operation.

■ Mr Raison, the Secretary of State for the Home Department when asked whether he would be involved in any discussions concerned with amending the Sunday trading laws replied that he did not expect an early opportunity for Government legislation on the subject. ■

Briefly

■ **Sterling Winthrop Co Ltd:** Plans for the construction of a pharmaceutical research centre at Alnwick, Northumberland, costing £8m, have now been approved. Building work is to start immediately and it is hoped that the centre will be in operation by Spring, 1982. ■

APPOINTMENTS

■ **Willows Francis Group:** Mr Alan Bailey is appointed general manager of the Wigglesworth division.

■ **Dendron Ltd** Mr Len Abrahams is appointed area representative for north, south and east London, Essex, East Anglia and Kent.

■ **May & Baker Ltd:** Dr John Collier, MRCP Dip Pharm Med, is appointed clinical research manager. Dr Collier joined May & Baker in 1976 as a clinical research physician, and was appointed deputy clinical research manager in 1978.

■ **Boots Co Ltd:** Dr P. T. Main is to be appointed vice-chairman on the resignation of Mr A. D. Spencer from this post. Mr Spencer has reached retirement age, but will remain a non-executive member of the board. Dr Main is currently managing director, industrial division, and this post will be filled by Mr R. N. Gunn, a board member for that division. These changes are effective as from October 1. ■

MARKET NEWS

English oils ease

London, August 12: With the approach of the new crop season and the present downturn in demand for most items, English-distilled essential oils have eased in price. Among the examples are buchu (down by £25 kg) and ginger (by £15). Clove bud oil, however, is steady at £44 kg.

There are hopeful signs that the worst of the bergamot oil shortage is past and prices are about £5 kg lower than recently. Elsewhere in essential oils, Chinese citronella is lower on the spot by £0.15 kg, compared with the cif price.

Among spices trading remains sluggish—the only price changes being black and white pepper, which were lower for shipment. Synthetic camphor was reduced slightly. A parcel of liquorice root was on offer at a high price. Also on offer after several weeks absence was lemon peel. Hydrastis was 10p kg dearer in both positions during the week.

Crude drugs

Camphor: Natural powder £9.65 kg, spot; £7.85, kg, cif, Synthetic 96% £1.25 spot; £1.20 cif.
Hydrastis: Spot £29.95 lb; £29.60 cif.
Liquorice root: Root, no spot; £580 metric ton cif. Block juice £1,400 metric ton spot; Spray-dried £1,550.
Nutmeg: (per metric ton fob) Grenada 80's \$2,950 sound unsorted \$2,650 110's \$2,750, bwb defectives \$1,750.
Pimento: Jamaican £1,120 metric ton spot; £1,085.
Pepper: (metric ton) Sarawak black £850 spot, £1,575 cif; white, £1,200 spot; £2,175, cif.
Seeds: (metric ton, cif). Anise: China £850 for shipment. Celery: Indian £360. Coriander: Moroccan £180. Cummin: Indian £675. Fennel: Indian £415. Fenugreek: Moroccan £260; Indian £270. Senega: Canadian £9.95 kg spot; £9.55, cif. Styxax: Turkish natural £5.60 kg spot; £5.60, cif, nominal.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—glacial BPC £399; 99.5 per cent £382; 80 per cent grade pure £344, technical £323.
Ammonium acetate: BPC 1949 crystals £0.7378 kg in 50-kg lots; strong solution BPC 1953 £0.243 kg in 250-kg lots.
Aspirin: Ten-ton lots £1.96 kg; imported from £0.90.
Atropine: (per kg in ½-kg lots) Alkaloid £200.50; methonitrate £179; sulphate £169.90.
Benzocaine: BP in 50-kg lots, £6.63 kg.
Benzoic acid: BP in 500-kg lots, £0.8801 kg.
Borax: EP grade, 2-4 ton lots per metric ton in paper bags, delivered—granular £290; powder £316; extra fine powder £331.
Boric acid: EP grade per metric ton in 2-4 ton lots—granular £450; powder £480.
Caffeine: BP anhydrous £5.06 kg in 100-kg lots.
Calamine: BP £683 per 1,000-kg delivered.
Citric acid: BP per metric ton single deliveries, granular monohydrate £927; anhydrous £978 (powdered £20 premium per 1,000 kg). Five-ton contracts £922 and £973 respectively for granular.
Ephedrine: (Per kg), hydrochloride/sulphate £20.60 in 50-kg.
Ergometrine maleate: £6.35 in 50-kg lots.
Ergotamine tartrate: £4.25 g in 50-g lots.
Glycerin: In 250-kg returnable drums £785 metric ton in 5-ton lots; £790 in 2-ton lots.
Homatropine: Hydrobromide £133.10 kg; methylbromide £126.60—both in ½-kg lots.
Hypophosphorous acid: (Per metric ton in 50-kg lots). Pure 50% £454.75; BPC (30%) £326.71.
Cyclobarbitone: Calcium £25.34 kg in 25-kg lots.
Lactic acid: BP 88/90% £175 kg in 70-kg drum.
Magnesium carbonate: BP per metric ton—heavy £740; light £630.
Magnesium chloride: BP crystals £0.97 kg for 50-kg lots.

Magnesium dihydrogen phosphate: Pure £2.29 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,720; 28 per cent paste £520.
Magnesium oxide: BP per metric ton, heavy £1,800; light £1,720.
Magnesium sulphate: BP £136.50-£147.10 metric ton; commercial £118.50-£132.60; exsiccated BP £294.80.
Magnesium trisilicate: £1.30 kg in minimum 1,000-kg lots.
Paraffin liquid: BP £0.642 litre in 210-litre drums; light BPC 1963 £0.569; Technical white oil WA23 £0.557; WA21 £0.586.
Pethidine hydrochloride: Less than 10-kg lots £51.30 kg. Subject to Misuse of Drugs Regulations.
Phosphoric acid: BP sg 1,750 £0.4815 kg in 38-drum lots minimum.
Phthalylsulphathiazole: 50-kg lots £8.95.
Pilocarpine: Hydrochloride £328 per kg; nitrate £308 kg for 1-kg lots.
Potassium acetate: BPC £1 kg for minimum 1,000-kg order.
Potassium ammonium tartrate: £2.76 kg in 50-kg lots.
Potassium bitartrate: £1.215 per metric ton.
Potassium citrate: Granular £1,112 per metric ton, 5-ton contracts £1,106 ton.
Potassium diphosphate: BPC 1949 in 50-kg lots, granular £2.279 kg; powder £1.9928.
Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1,978 metric ton, sticks not offered; technical flakes £696.50.
Potassium nitrate: Recrystallised £1.07 kg for 50-kg drums.
Potassium phosphate: monobasic BPC 1949, £1.39 kg in 50-kg lots.
Potassium sodium tartrate: £1,038 per metric ton.
Quinalbarbitone: Sodium in 25-kg lots £27.19 kg.
Saccharin: BP '73 powder £4 kg; crystals £3.50 for 500 kg lots of imported material.
Salicylic acid: 5-ton lot £1.61 kg; 1 ton £1.63.
Sorbitol: Powder, £690 metric ton; syrup £315.
Streptomycin sulphate: Sterile £23.50 kg in 250-500 kg lots; oral £18.50.
Yohimbine hydrochloride: £327.50 per kg; £303.50 kg in 5-kg lots.
Zinc acetate: Pure £1.31 kg in 50-kg lots.
Zinc carbonate: Pharmaceutical grade £660 per metric ton.
Zinc chloride: Anhydrous powder £450 metric ton, delivered U.K.

Essential oils

Bergamot: From £55 kg spot.
Buchu: South African £120 per kg spot; English distilled £185.
Cardamom: English-distilled £185 kg.
Cassia: Chinese £52.50 kg spot; £50 cif.
Chinese: £3.45 spot; £3.60 cif; Java £3.35 spot, £3.16 cif.
Clove: Indonesian leaf £1.55 kg spot; shipment £1.40, cif. English distilled bud £44.
Eucalyptus: Chinese £1.90 kg spot; £1.80 cif.
Ginger: Chinese £30 kg spot; £29.70, cif. English-distilled (ex W. African root) £80; (Indian £45).
Lemon: Sicilian best grades from £26 kg in drum lots.
Orange: Florida £0.70 kg spot £0.65, cif. Brazil £0.58.
Patchouli: Indonesian £15 spot; £13.50 cif.
Peppermint: (kg) Arvensis—Brazilian £4.20 spot; £4.20, cif. Chinese £2.90 spot; £2.70 cif.
Piperata: American Far West £13.50 spot.
Petitgrain: Paraguay £8.40 kg spot; £8 cif.
Thyme: Red £45-50% £19 kg spot; nominal.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Fourth European Seminar on Quality Control in the Pharmaceutical and Cosmetic Industries, University of Geneva, Switzerland, September 25-26. The seminar will deal mainly with process validation. Details from 4th EOQC Pharma Cosmetic Seminar, PO Box 182, CH-4013, Basle.

Guild of Hospital Pharmacists 1980 Day Conference, Welsh National School of Medicine, Heath Park, Cardiff, September 27. Pharmacists and pre-registration graduates will present short papers on hospital pharmacy practice. Applications to M T. Hanley, GHP/ASTMS, 10 Jamestown Road, London NW1 7DT. Papers for consideration should be sent to the Guild office by September 1.

Photo Marketing Association International trade show and seminar, Conrad Hilton Hotel, Chicago, September 28-30. Information from PMA International, 3000 Picture Place, Jackson, Michigan 49201.

CLASSIFIED

Post to Classified
Advertisements, Chemist &
Druggist, 25 New Street
Square, London EC4A 3JA.
Telephone 01-353 3212.

Contact Ray Giddings on
extension 189 for further
information.

Publication date Every
Saturday.
Headings All advertisements
appear under appropriate
headings.
Copy date 4pm Tuesday prior
to publication date.
Circulation ABC
January/December 1979
17,330.

Display/Semi Display £6.00
per single column centimetre,
min 25mm. Column width
42mm.
Whole Page £500.00
(265mm×180mm).
Half Page £300.00
(135mm×180mm).
Quarter Page £150.00
(135mm×88mm).

Lineage minimum charge
£6.00 for 20 words, 30p per
word extra.
Box Numbers £1.50 extra.
Series Discounts
5% on 3 insertions or over.
10% on 7 insertions or over.
15% on 13 insertions or over.

Situations vacant

MINISTRY OF DEFENCE

BURNHAM LECTURER Grade 1

AT THE ARMY SCHOOL OF DISPENSING,
COLCHESTER

Applications are invited from suitably qualified men or
women to fill this post as soon as possible.

Candidates should possess the Diploma of the Phar-
maceutical Society of Great Britain or a University Degree
in Pharmacy or Science, acceptable by the Pharmaceutical
Society for registration as a Pharmacist.

Experience of teaching would be an advantage.

SALARY Will be in accordance with the Scales for
Teachers' in Establishments for Further Education, Eng-
land & Wales, i.e. £3777-£6498 p.a. A pensionable allow-
ance will also be paid for the slightly longer teaching
year—current rates £642-£1105 p.a.

SUPERANNUATION The appointment is superannuable
under the Teachers' Scheme. The successful candidate
will be granted established civil servant status. Requests
for application forms and further information should be
made to the Ministry of Defence, CM(S)4(L), Room 339
Lacon House, Theobalds Road, London, W.C.1.X. 8RY.
Reference Number AW/1560.

CLOSING DATE 12 SEPTEMBER 1980.

SOUTHERN DISTRICT of the HIGHLAND HEALTH BOARD

Pharmacy Technician

Applications are invited from suitably certificated persons for this post based
at Craig Dunain Hospital, Inverness. The Pharmacy Department serves
1,123 beds in the fields of psychiatry and mental deficiency.

For further information contact Mr I. M. Forbes, Principal Pharmacist, Craig
Dunain Hospital, Inverness. Tel. No. 34101.

Applications with the names and addresses of two referees to the
District Personnel Officer, 14 Ardross Street, Inverness.

GLASGOW

Wanted for 1st January 1981 (approx.) Pharmacist partner for
small family business in western suburbs of Glasgow. No capital
required. Hours and salary negotiable. Ideal for newly qualified.

Phone Duntocher (0389) 76186/73672

Businesses for sale

X1—SOUTH LANCASHIRE
VILLAGE—Pharmacy, near
to the coast, comprises of dou-
ble shop unit unopposed with
potential. Turnover, 1978
around £120,000. Property
including extensive living
accommodation. £42,000.
goodwill and fixtures £12,000
and stock at valuation, around
£16,000.

X2—FYLDE—retirement
vacancy. Pleasant and easily
run business on the coast in
residential area. Turnover
exceeds £100,000 per annum,
scripts 2,000 per month. Living
accommodation available,
property £28,500. Goodwill
and fixtures £11,000.

X3—SHEFFIELD—retirement
vacancy. Turnover approx-
imately £60,000, improving
faster than inflation rate, good
profits, premises held on lease,
easily and economically run.
Price £1,500 for goodwill and
fixtures, plus stock estimated at
£15,000.

X4—NORTHERN DALES
BEAUTY SPOT — turnover
approximately £50,000, nett
profit approximately £8,000,
nearly 900 scripts per month
dispense. Freehold property
with good living accom-
modation. For sale at £18,000.
Will sell for property plus stock
approximately £9,500.

We have a very large and growing register of private pharmacists
willing and able to buy substantial businesses in all parts of U.K.
Pharmacists who wish to retire or sell their business for any other
reason can consult us in the strictest confidence. Our senior partner
has unique experience extending over 30 years in the selling of
chemist businesses and giving advice to both vendors and pur-
chasers in this very difficult and technical matter.

We are not retained by any one chain, group or individual to look
for businesses for them. So vendors can consult us in the certainty
that their interests will be paramount.

Ernest J. George
& CO
GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE,
CHESHIRE SK8 4AT Tel: 061-428 6718/9

PHARMACY BUSINESS FOR SALE DUNDEE

Near central location on busy thoroughfare next to highly popu-
lated housing scheme. Turnover £66,000. Scripts currently 1200
per month. Rent £750.00 p.a. Price £5,000 for goodwill, fittings and
fixtures. S.A.V.

Further particulars from Messrs. J. & J. Scrimgeour, Solicitors, 46
Bell Street, Dundee. Telephone 0382-21671.

VETRIPHARM

Manufacturers and wholesalers of veterinary
pharmaceuticals.

Due to diversification of Directors interest, stock licences, goodwill
and equipment offered with or without Business as a going con-
cern. Reasonable price for quick sale.

T. A. Stockell, Vetripharm, Leven, Hull.

Businesses for sale

TORBAY. Thriving Pharmacy in modern parade of shops adjoining Health Centre. Excellent figures. 2 Bed. accomm. Car Port. Lease. £25,000 S.A.V. (RB864). BETTESWORTHS Commercial, 29/30 Fleet St., Torquay (0803) 212021.

Agencies wanted

RETIRED PROPRIETOR

Pharmacist, active, seeks one good professional agency, West and South Scotland, own car.
Box No. 2737

Stocks for sale

Three Pears Cosmetics

Station Road
Warley
West Midlands



WE OFFER A LARGE RANGE OF TOP QUALITY PERFUMES AT BELOW TRADE PRICES.

CONTACT
ANGELA CLARKE
ON 021-559 9367

(3/5F)

2 GONDOLAS AND ONE COUNTER FOR SALE, excellent condition any reasonable offer accepted. Contact Mr Sheriff on 01-393 2094 (16/8)

ONE-SIZE TIGHTS from £2.30 doz. plus VAT. Min. order 8 doz. overall CWO. Carriage free. Full range Price List. E & R Kays, 16/18 New Bridge Street, London, EC4. (18/10F)

JEWELLERY. Sterling silver and 9ct gold. A wide range of ear-rings, rings, bracelets, chains etc, brought to your door at best cash prices. Write Lloyd Cole, PO Box 180, Maidenhead. (3/1W)

AT EXPORT PRICES
COSMETICS, PERFUMES,
TOILETRIES, SUNTAN LOTIONS,
SUNGLASSES

W.L.C.C., 397 Acton Lane, W3
Telephone: 01-993 6400,
6409, 2921
Telex 88941—
LCCI—G—Westcash (26/7w)

Stock wanted

REQUIRED FOR EXPORT

Toiletries, cosmetics, perfumes and pharmaceuticals.

REGULAR BUYING

Tel: 01-283 9755/6
Telex 8814346

(30/8)

WE PURCHASE SHOP STOCKS AND MANUFACTURERS SURPLUS

Please telephone or write:

LAWRENCE EDWARDS AND CO. LTD.,
Wellington Close,
London W11 2AN.

Tel: 01-727 3137-8 (17/1F)

PHARMACEUTICAL ANTIQUES
Drug runs, shop interiors, bottles, etc., urgently wanted. Kindly contact Robin Wheeler Antiques, Parklands Park Road, Ashted, Surrey. Telephone: Ashted 72319. Buyer collects. (TC.W)

A. & H. OTTER LTD.

(established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

8 Northburgh Street, London EC1V 0BA. Tel: 01-253 1184/5.
Telegrams: "Salvall", London E.C.1. (TC.W)

Shopfittings

DISPENSARY and PHARMACY Specialists

Complete service. N.P.A. and NUMARK approved.

EUSTACE INTERNATIONAL
E Plan Estate
New Road
Newhaven
Phone 7711
Sussex

Invest in your future!

Our attractive shopfitting systems will give your shop an efficient, professional image, and make your sales healthier too.

Telephone us now for more details and a copy of our free colour booklet.

East Kilbride (03552) 38521
Farnworth, Manchester (0204) 793316
Davenport, Northants (03272) 4574
Gravesend, Kent (0474) 60671

SHOWRAX

Shopfittings

DETROIT DISPLAY SHELVING
HIGH QUALITY SHELVING UNITS
approved by
NUMARK
CHEMIST (8/3F)
K. H. WOODFORD & Co. Ltd.
Ring Now 0202 36272

SPECIALIST SHOPFITTING SERVICES. Free Planning. Competitive Prices. Phone 061-445 3506. H. A. Peyser, 20 Fairfax Avenue, Didsbury, Manchester M20 0AJ. (TC)

SUPER SHELVING SYSTEM WILL INCREASE YOUR TOILETRY SALES BY HUNDREDS of pounds. Send for colour illustration or ask us to call for instant quote. Glass display counters with lighting, island sites and show-cases. Early delivery direct from makers. **THIRSK SHOPFITTINGS**, 741-743 Garrett Lane, London SW17 0PD. Tel: 01-946 2291. (TC.W)

alplan
shopfitting limited
alplan house, cavalier road,
heathfield, newton abbot, devon.
tq12 6tg tel. 0626 832059.
from counters to total contracts
alplan's national coverage for
pharmacies

For sale

KODAK FILM LARGE DISCOUNTS FLASH CUBES AT LOW PRICES

Delivered anywhere in the British Isles

Further details
W.L.C.C.
397 Acton Lane
London W3
Tel. 993 6400/9/2921 (TC/W)

Trade services

Wildbore & Gibbons

International Trade Mark Agents

Established 1887
52-54 Featherstone Street
London EC1Y 8ST
Telephone 01-253 6184
Telex 299638 March G (23/8F)

BOX NUMBERS

When replying to Box Number Advertisements all correspondence should be addressed as follows:

CHEMIST & DRUGGIST
Box No 25 New Street Square
London EC4A 3JA

Manufacturing & Distribution

MANUFACTURING and DISTRIBUTION

A long-established private manufacturing chemist can offer manufacturing facilities in a purpose-built unit of approximately 2,000 square feet.

This is a detached, clean area building suitable for manufacturing and packing many products, including medicines. In addition, a full marketing and distribution service through an existing, efficient chemist sales force is offered. Interested parties please contact the Marketing Director.

Box No. 2741

"Eesiness"

**SURGICAL ELASTIC HOSIERY
BELTS — TRUSSES**

- TWO-WAY STRETCH ELASTIC YARN
- FLATBED KNIT & CIRCULAR KNIT
- NYLON LIGHTWEIGHT STOCKINGS
- NYFINE LIGHTWEIGHT TIGHTS
- SEAMLESS ONE-WAY STRETCH
- NYLON NET

Stock Sizes or Made-to-Measure

Obtainable direct or through your wholesaler. Write for literature.

Stock Belts (Abdominal and Spinal) - Elastic Band Trusses - Jock Straps
Suspensory Bandages - Athletic Slips - Stockinette Bandages

E. SALLIS LTD. Vernon Works, Basford, Nottingham
Phone: 787841/2 Grams: Eesiness

PANORAMA



OPTICS FOR SCIENCE & LEISURE

write for full details to the sole distributors

Highgate Optical Ltd

38 Jamestown Road, London NW1 7EJ

Advertisement Materials

We should like to draw the attention of advertisers to paragraph 4 of the Conditions of Acceptance of Orders, which states:

'PRINTING MATERIAL WILL BE RETAINED for a period of twelve months following publication after which they will be destroyed, unless their return has previously been requested by the advertiser or his agents'.

We regret that problems of storage compel us to implement this rule more rigidly than in the past and we wish to give notice that all materials used May 1979, will be destroyed unless we receive instruction by September 6, 1980, to return them to the advertiser or agent.

Right now you need more than just a shelf to lean on!

Snap-tite is far more than just shelves — it can offer you a greater turnover and better profits, particularly in these troubled times.

Find out how Snap-tite can work for you.



SHOP
SNAP-TITE
EQUIPMENT

designed for your needs in the '80s

Post this coupon NOW and see how Snap-tite will help you in the 1980's.

Name _____

Address _____

Church & Company (Fittings) Ltd.
South Street · Reading RG1 4QS
Dial direct to our Sales Enquiry Office on
(0734) 594967 / 594899

PG 17/8

Giant extension to tube line.

Dentu-Creme, the toothpaste made specially for denture wearers, is selling faster than ever.

So much so, that we decided to extend the range and add a new size.

Giant size.

It's been a huge success in our two test markets.

Proving that, in this case, bigger really does mean better.

Better for your customers.

More and more of them will be buying the largest

size they can find. Because it means they save money.

Better for you. The giant size offers the highest trade margin (in total pence terms) of all the Dentu-Creme range.

And we'll also be making some very impressive introductory offers (14p flash packs to name just one). These offers are available only through your Stafford-Miller rep. He'll give you all the details.



